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A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

UNIVERSITY OF MICHIGAN
AUG 15 1962
PERIODICAL
READING ROOM

July 23, 1962

BRITAIN:
market for food packaging machinery

FRUIT AND VEGETABLES
CONFECTIONERY
BREAD SHOP
BISCUITS
BISCUITS
OME MADE BREAD
LEWIS'S
ECTIONERY
THE CARVING SHOP
SMOKING PLEASE

Poznan Fair

Nearly a half-million Polish visitors attended the International Trade Fair in Poznan, Poland in June. Reaction was "unquestionably favorable", said the U.S. Embassy, to the official American exhibition.

Right—Jack N. Behrman, Assistant Secretary of Commerce, examines equipment used in children's photo studio. Right-center—Polish movie star shows sweater made in exhibit on Singer equipment.

Above—Atlas Press display of Clausing lathe. Bottom—Milling machine made by Heald Machine Works. Right—Packaging machine made in Waltham, Mass.

MACHINE WORKS

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ABOUT THE COVER

British housewives shop for food sold without benefit of certain types of protective packaging common in U.S. Mission report in this issue suggests market possibilities, and selling tips.

DEPOSITED BY THE
UNITED STATES OF AMERICA

International Commerce

formerly FOREIGN COMMERCE WEEKLY

July 23, 1962 Volume 68, Number 6

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Business Bulletins *from around the world*

AUSTRALIA—Exports in 1961-62 financial year ended June 30 were $2.4 billion, highest ever recorded, or $206 million more than previous record total for 1950-51 exports when wool brought "boom" prices.

Imports in 1961-62 totaled just under $2 billion, giving Australia $421 million trade surplus for financial year, compared with 1960-61 trade deficit of $351 million.

DENMARK—Shipowner A. P. Moller reportedly about to receive from Government a 50-year concession for countrywide exploitation of oil and natural gas resources, including territorial waters but excluding Greenland and Faroe Islands.

Danbritken, Anglo-Danish plastics producing firm founded last year, has opened Copenhagen polyethylene plant, to have annual 15,000-metric-ton output, slightly in excess of current Danish demand. Plant to be operated in conjunction with A. P. Moller's Maersk refinery. A. P. Moller and Imperial Chemicals (ICI) are principal shareholders.

ETHIOPIA—Fiat of Italy, requested by Ethiopia to build automobile assembly plant, has offered alternative proposals for assembly of 250 Fiat "1100" units per year, or more ambitious scheme for 250 "1100" and 250 "600" units. No decision has been made by Government.

GHANA—Cotton textile printing factory being constructed at Tema by British firm in partnership with Ghana. Output of 15 to 16 million yards per year, or 15% of Ghana's present consumption, projected for 1965.

Three new shoe factories—two at Kumasi and one at Tema—may supply as much as two-thirds of Ghana's yearly requirements by 1965. Plants to have combined annual capacity of 2,500,000 pairs.

INDIA—Increases ranging from 8¢ to 33¢ per metric ton in prices of various grades coal and coke announced by Government. Industry considers increases inadequate to cover higher production costs and provide capital for Third Plan investment program.

United States Steel Corp. team has been in India since June 21 to undertake techno-economic survey of proposed 1-million-ton steel plant at Bokaro.

Second ferro-silicon plant of Mysore Iron and Steel Works at Bhadravati commissioned June 17, raising annual capacity at Bhadravati works, only producer of ferro-silicon in India, from 5,000 to 20,000 tons.

Sahu Jain Co., Ltd. opens veneering plant in Kashmir, first phase of $4.2 million project with plywood and chipboard plants to follow in 1963 and 1964. Machinery is of Czech manufacture.

Indo-Soviet contract signed for construction of synthetic drugs plant near Hyderabad, Andhra Pradesh State, with annual capacity of 850 tons sulpha drugs and vitamins worth $13.5 million—one of four plants to be financed out of $20 million Soviet pharmaceutical credit of 1959.

IRAQ—First Iraqi-owned ship, *The 14 July*, began loading barley and building material at Basra on July 8 for Persian Gulf posts.

JAPAN — Preliminary June figures show exports valued at $412.5 million and imports at $461.5 million, decreases of $14.1 million and $46.8 million, respectively, from previous month's revised figures.

KOREA—To stimulate exports, Korea Trade Promotion Corporation officially inaugurated. Corporation to concentrate on market surveys, collection, evaluation and dissemination of export opportunities, and arrangements for overseas fairs and trade exhibits. It plans to take over Korean trade center in New York and establish new ones in Los Angeles, Bangkok and Hong Kong. Government approval required for annual projects and expenditures of organization, capitalized at about $1.5 million.

Universal Oil Products Co. presents to Ministry of Commerce and Industry feasibility report finding that 30,000-barrel-per-day oil refinery is feasible at cost just under $20 million. Ulsan recommended site.

MALI—Bamako Chamber of Commerce announces agreement between Compagnie Francaise de Telegraphie sans Fil (CFTF) and Government of Mali (GOM) to form "mixed corporation." Company to manufacture small, cheap transistor radios in Bamako; annual production to be about 12,000 units. Company's shares to be owned 51% by GOM and 49% by CFTF.

NEPAL—West Germany extends loan of 4 million marks ($1 million) to National Industrial Development Corporation for sub-loans to private industries.

PARAGUAY — Mapping agreement concluded with U.S. Two other agreements, with Bolivia, provide for completion of Chaco highway and link with Santa Cruz, Bolivia, and for opening of Paraguay-Bolivia river commerce.

PHILIPPINES—All goods, whether manufactured locally or imported, must be labeled to indicate brand, trademark or trade name, country of manufacture, physical or chemical composition, net weight and measure, and address of manufacturer or repacker. Penalties and seizure of shipment provided in cases of mislabeling, misrepresentation or misbranding, under Commerce and Industry Department Administrative Order No. 2.

Polyvinyl chloride to be produced by Philippine Industrial Chemical Corporation under license of B. F. Chemical Corporation, according to *Philippine Newsletter*. Chemical plant to be constructed will have 6,000-ton annual capacity and save an estimated $7.5 million (15 million pesos) now spent annually for import of basic chemicals.

THAILAND—Board of Investment announced that Japanese Toyota Motor Co. (automobiles and trucks) and Canadian Lee Nevens Tractor Co. (Massey-Ferguson tractors) were recently granted promotional privileges for new assembly plant in Thailand, to be in production by mid-1963. With 5 other automotive assembly plants formerly granted promotional privileges (Italian Fiat, German Mercedes-Benz, British Ford and Morris, Japanese Nissan, and French Citroen), new industries may eventually become motivating force behind Thai tariff protection against competitive automotive and tractor imports.

One hundred rail cars, given by Australia through Colombo Plan, to carry lignite from Mae Moh mines to North Bangkok Thermal Plant. Cars fulfill large part of Australian commitment under Thai-Australia cooperative economic development program. Thailand now receiving bids for supplying 666 freight cars worth from $1.9 to $2.8 million for use on Thai railways in 6-year development program.

UNITED KINGDOM—Do-it-yourself dry cleaning comes to Britain with 3 companies in London area setting up coin-operated machines supplied by U.S. manufacturers. Other installations in works. One distributor reportedly holding talks with leading oil company chain with idea of locating dry-cleaning machines at service stations.

Draper Daniels takes new post of Coordinator

Advertising executive to unify Export Expansion campaigns of all Government agencies

Draper Daniels, prominent Illinois advertising executive, has been named by the President to the newly created post of National Export Coordinator. He assumed his new duties July 17th.

Mr. Daniels will coordinate the Export Expansion Programs of all Government agencies. Responsible to Secretary Hodges, he will operate from the Department of Commerce.

The post of National Export Coordinator is an outgrowth of the President's keen interest in seeking ways to remedy the recurring balance of payments problem my improving on our past performance in exports. The Government's programs are designed to assist and encourage American businessmen to take advantage of the many new markets that are opening up throughout the world.

Mr. Daniels has been Chairman of the Executive Committee of Leo Burnett Company, Inc., of Chicago, which he had originally joined as Copy Supervisor in 1954. He had previously been associated with Young and Rubicam, Inc., in their New York and Chicago offices, with Kenyon and Eckhardt, Inc., McCann-Erickson, Inc., and with the Vick Chemical Company, all of New York City. He has written extensively for advertising publications.

A native of Morris, New York, Mr. Daniels is 49. He holds a B.S. Degree from Syracuse University, Class of 1934, and is married to the former Louise Parker. They have four children and have been living in Lake Bluff, Illinois. He will receive an annual salary of $18,500.

The specific recommendation for the position of Export Coordinator was made on March 26, 1962 in a *Report to the President by the Secretary of the Treasury on the Balance of Payments.* It stated in part: "To assure that the maximum potential from this wide variety of efforts is reached, Secretary Hodges and I recommend that you appoint an Export Coordinator in the Department of Commerce. He should be a top level official, concentrating wholly on the overriding need to expand our export sales."

'E' winning lumber firm in Alaska backed by Japanese investments

Foreign trade important to Alaska's first 'E' winner; markets lumber on Japanese market

The "E" award to the Wrangell Lumber Co. of Wrangell, Alaska, on July 9 was doubly significant.

As Alaska's first recipient, the Wrangell firm is also noteworthy as the first company honored which is largely financed by Japanese capital.

The firm illustrates what foreign trade can mean to Alaska, Governor Egan commented during the "E" presentation ceremonies.

The Wrangell company created nearly 200 jobs and in 1961 produced 42 million board feet of lumber all of which was exported to Japan.

Alaska's exports of lumber to Japan rose from about $1 million in 1960 to about $4 million in 1961. Most of this lumber came from the Wrangell Lumber Co.

Of immediate importance for strengthening the economic ties between Alaska and Japan, Governor Egan continued, are the prospects for investment by Japanese capital in the development of Alaska's resources. The Wrangell Lumber Co. is an outstanding example of Japan's interest in Alaska's resources and the mutual benefits that result from Japanese investment.

FIRST "E" FLAG IN ALASKA: Shown in the office of the Governor of Alaska, after presentation of the "E-for-Export" award to the Wrangell Lumber Co. are (left to right) Secretary of State Hugh J. Wade; H. Sadayasu, assistant vice president, Wrangell Lumber Co.; Governor William A. Egan who presented the "E" flag to Tadao Sasayama, president, Wrangell Lumber Co. and Alaska Pulp Co.; Atshui Momma, resident vice president of the 2 firms; Charles McDonald, superintendent, woods division, Alaska Lumber Co.; and C. R. Neill, superintendent of the first far-northern company to win this presidential honor.

TRADE MISSION CONFERENCE: Members of the British press questioned the Trade Mission members at a press conference held at the Trade Info. Center in London May 16th and the resulting publicity attracted the attention of many businessmen who made further inquiry direct to the Mission members. Seated from left to right—unidentified U.S. Information Service official, John K. Havemeyer, Dept. of Commerce; Bradley Murray (Dept. of Commerce, Director of Mission); Stephen H. Harrington, St. Paul, Minn.; Samuel B. Korin, New York; Francis J. Hanhatty, Tucson, Ariz.; and Oscar C. Palmer, Sr., Phoenix, Ariz.

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1400 contacts made. 7-man mission in operation 34 days

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How you can benefit. 5 more countries to be visited by Missions Missions to report in Chicago on Germany and U.K.

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Revolutionary changes in U.K. Business Scene

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UK investment opportunities

SUCCESSFUL TRIP

Many business contacts made by Trade Mission in England; concentrated on machinery

Established 1,400 contacts; visited 17 cities in U.K.; operated 3 Information Centers; presented 236 business proposals to interested prospects

In line with the Commerce Department's new approach to Trade Mission operation overseas, the report of the U.K. Mission published this week is concerned principally with machinery and equipment sales opportunities.

Officially titled the "U.S. Machinery and Equipment Mission to the United Kingdom," the seven-man group functioned from May 14 to June 16—a total of 34 days. During that period they held 593 personal interviews with British businessmen, held meetings attended by 733 people, and operated three Trade Information Centers, equipped with commercial libraries (Glasgow, London and Manchester).

The group presented 236 business proposals submitted by U.S. firms (86 in the machinery and equipment field and 150 of a diversified nature). Of the 86 proposals in the machinery and equipment field, 82 received interested responses from U.K. firms, and a total of 664 contacts were developed.

Total contacts established by the Mission between U.K. and U.S. firms numbered 1400.

The Mission visited seventeen cities in the United Kingdom: Belfast, Birmingham, Bristol, Cardiff, Dundee, Edinburgh, Glasgow, Hull, Leeds, Leicester, Liverpool, London, Manchester, Portsmouth, Newcastle-on-Tyne, Sheffield, Southampton. They visited six plants as a group and additional visits were made by one or more members.

They reported 386 trade and investment opportunities, in addition to contacts resulting from Business Proposals; 55 joint venture and investment; 106 licensing; 90 for U.S. exports; 88 for U.S. imports; 26 agency; and 21 general.

How to benefit

The Department of Commerce will send Trade Missions to the following countries this fall: *Japan and the Philippines,* October 6 through November 3, and 7, 1962—Deadline for Business Proposals, Sept. 1; *Spain, Italy* and *Greece,* November 3 through December 5, 1962—Deadline for BP's, Oct. 1.

A complete report on each business proposal submitted will be made to each firm submitting Business Proposals by the Director of the Mission prior to his departure from these countries, along with the names, addresses, and company affiliations of prospective customers or representatives.

The procedure is simple. You do not have to fill out a form. Answer these nine questions:

Do you now have business connections or are you represented in any of these countries (if you have an exclusive representative, the Trade Mission cannot locate another agent for you)? If you are represented, by whom and in which country(ies)?

Have you had previous business experience with these countries? Please enumerate countries.

What products do you wish to sell or purchase and in which countries? Or, what type of business transactions do you wish to make? Please describe products in detail.

Do you wish to obtain an agent or do you prefer to export directly? If so, in which countries?

Do you prefer to import for your own account or to act as an agent?

Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

Are you interested in licensing a qualified company to produce your products abroad? If so, describe in detail nature of agreement you would consider.

To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

What type of company would be qualified to transact your business?

All the information, besides the answers to these nine questions, that you provide will contribute to the most successful selling approach possible. Don't hesitate to better illustrate your proposition by including catalogues and brochures along with indications of the size and scope of your operations. No one is too large or small to be represented.

Send all information (an original and two carbon copies for each of the five countries) to Director, Trade Mission to (name country), Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or Department of Commerce Field Offices.

IN CHICAGO

U.K., Germany mission members to attend export trade meeting

Members to discuss specific trade opportunities in both countries; final reports to be distributed

Members of the U.S. Machinery Trade Mission to Germany, and of the Machinery and Equipment Mission to the U.K., will attend an all-day conference on export trade Aug. 3 at the Chicago International Trade Fair.

Members of both missions recently returned from separate 5-week trips to the two countries.

The meeting will be the highlight of an Export Day program, sponsored jointly by the Chicago Association of Commerce and Industry and the U.S. Department of Commerce. Neil C. Hurley, Jr., Chairman of the National Export Expansion Council (NEEC), will be guest speaker at the luncheon session.

Individual consultations

After the morning conference trade mission members will be available for individual consultations with businessmen on specific trade opportunities which they brought back.

Mission Directors Bernhard K. Haffner, of the Business and Defense Services Administration (BDSA), and Bradley Murray, of the Bureau of International Business Operations (BIBO), will summarize the findings of the missions. Roy F. Gootenberg, Director of the Trade Missions Program, is conference chairman.

The final reports of both missions, including analyses of the export market potentials in the U.K. and Germany and several trade and investment opportunities, will be distributed at the sessions scheduled for McCormick Place.

German mission

Members of the mission to Germany are:

Bernhard K. Haffner, Deputy Director, Metalworking Equipment Division, BDSA, U.S. Department of Commerce, Director of Mission.

Arthur F. Draper, executive assistant to the director of marketing, Univac Division of Sperry Rand Corp., New York, N.Y.

M. Ray Dilling, president Tally Register Corp., Seattle, Wash.

Harold W. Kippers, sales manager, Kearney & Trecker Corp., Milwaukee, Wisc.

Thomas M. Glynn, vice president in charge of manufacturing, John H. Breck, Inc., Springfield, Mass.

T. Louis Spilman, editor and publisher, The News-Virginian, Waynesboro, Va.

Robert G. Kemp, Trade Development Officer, Business Services Division, BIBO, U.S. Department of Commerce.

U.K. mission

Members of the mission to the U.K. include:

Bradley Murray, Special Assistant to the Director of BIBO, U.S. Department of Commerce, Director of mission.

John K. Havemeyer, Products and Facilities Branch, Aluminum and Magnesium Division, BDSA, U.S. Department of Commerce, Deputy Director of Mission.

Samuel B. Korin, corporate manager of Manufacturing Equipment Development, IBM Corp., New York, N.Y.

Carl H. Waser, president and general manager, Precision Thermometer and Instrument Co., Philadelphia, Pa.

Francis J. Hanratty, administrator of cost improvement, Hughes Aircraft Co., Tucson, Ariz.

Stephen H. Harrington, assistant to the president, Standard Packaging Corp., Brown and Bigelow Division, St. Paul, Minn.

Oscar C. Palmer, Sr., president of Palmer Industries, Inc., and Palmer Radiator, Inc., Phoenix, Ariz.

Commerce

U.S. Department of Commerce participants are:

Karl Koranyi, Chief, Central European Section, Office of Regional Economics, Bureau of International Programs (BIP).

Robert Hamerschlag, Chief, United Kingdom Section, Office of Regional Economics, BIP.

Arthur Settel, Chief, Operations and Facilities Section, Trade Missions Program, BIBO.

John G. Smith, Jr., Program Officer for Europe, Trade Missions Program, BIBO.

TIPS ON SELLING

Advertise; demonstrate; adapt to market; co-operate with agents; give service

Promote American know-how and proven technology; participate in seminars; provide technical assistance and prove economic feasibility of U.S. product

Some tips on selling in the United Kingdom are included in the report of the U.S. Trade Mission just released.

To take advantage of the opportunity that exists to expand the market for U.S. products in Great Britain, American firms will do well to:

① advertise intensively. Use institutional ad programs, as well as direct ads strategically placed in business and technical publications. Promote American know-how and proven technology by highlighting successful application of products in U.S. industries;

② follow up with practical equipment demonstrations in U.K. trade shows, at the U.K. customer's location, if possible, or via travelling company exhibits;

③ educate directly by participating in seminars; offering speakers to technical societies, trade associations, Productivity Councils and engineering schools;

④ provide direct technical assistance by competent U.S. engineers to U.K. firms to prove economic and technical feasibility of new U.S. products;

⑤ concentrate on good U.K. prospects where successful application of your product is best advertisement for U.K. market;

⑥ emphasize features of U.S. mechanization systems:
  modularization
  solid state electronics or other advanced technology
  proven technology

⑦ assure rapid delivery, quality and competitive cost;

⑧ assure U.K. customer of service availability and replacement parts;

⑨ answer all U.K. inquiries *promptly*.

Credit

Many manufacturers require irrevocable letters of credit. Some U.K. customers accept this as a last resort, often selecting alternative products instead of buying the products they otherwise prefer. Careful consideration should be given to extending credit to firms whose credit rating is good.

Discounts

Potential exporters to the U.K. will need to remember that while in the U.S. the trade in packaging equipment is from manufacturer to jobber, dealer; in the U.K. the tendency is for the equipment to be sold through sales agents, jobbers, dealers, which involves taking one more discount.

Direct sales

In the sale of air conditioning and heating equipment, it is quite often that manufacturers will sell directly to the dealers, but, generally speaking those of size will sell to distributors who have as big a markup as the dealer or more. The distributor, however, very often finances the dealer in the installation until the job is completed. Their discounts to the distributor are approximately 25% and for the dealer about the same amount. They often run 20% and 20%.

Warranty

Some standard printed warranty statements are only suitable for customers within the U.S. If it is intended to give a warranty on goods sent overseas, the warranty should be capable of being implemented fully. In some cases, spares should accompany the original shipment.

Exclusive rights

When naming a sales representative in the U.K. be sure to assign exclusive rights only to the territory he actively covers. There may be nothing to lose right now by assigning additional territory but within two or three years another good agent may apply for a part of England, Scotland, Wales or Northern Ireland and it is good to have some territory readily assignable.

230-240 volts

American products made for use with 115 volt, 60 cycle, current needs to be modified or adapted for use with British 230-240 volt, 50 cycle current. It is better for the manufacturer to make the necessary replacements or modifications than to let the customer shift for himself with doubtful results.

Heating, cooling, ventilating market in U.K. promising

Keen interest in central heating for new houses; little effort to sell air cooling equipment seen

Market possibilities in the United Kingdom for American-made air heating, cooling and ventilating equipment were found to be promising by the U.S. Trade Mission during their May-June investigation of the field.

They reported that it must be kept in mind that the phrase "air conditioning" is almost always taken to mean air cooling in the United Kingdom, and that most British persons consider their climate to be so temperate that neither air cooling nor central heating is necessary or healthful.

In the residential market, there is keen interest in central heating for new houses and for new apartment houses. A furnace imported from Canada is being successfully sold for installation primarily in older houses. Because of the bulkiness of this unit, it will probably be manufactured in Great Britain if sales continue to grow. The neat packaged units available in the United States for heating, or for combination cooling and heating, should have a big advantage.

This market also offers opportunities for air purifiers and hood ventilators for kitchens. Space heaters, such as floor furnaces, are not well known, but produced interested responses in discussions with British business men.

Commercial air conditioning

In the commercial field, stores, theaters and office buildings require, and are frequently supplied with central heating. As temperate as the British climate is, this type of space can become hot, humid and uncomfortable at times, particularly when occupancy approaches maximum capacity. A number of air cooling and filtering installations have been made, especially in space such as beauty parlors and restaurants, but there is need for many more and recognition of the need is growing. Some new buildings are being built with the primary requirements for air cooling installed, so as to avoid obsolescence when tenants come to insist on this service.

Installations for heating manufacturing plants are, of course, widespread; and cooling of the air in plants, as well as filtration, has been installed in some industries, particularly in some of the American manufacturing and assembly plants. The groundwork has at least been laid for convincing employers of the potential for increased productivity of air conditioned work areas.

Although there are British firms who are engaged in the manufacture and installation of air conditioning systems, the low volume of their output makes it difficult to equal the modern design and production techniques of American manufacturers, or to offer immediate availability of units. This is particularly applicable to package units, and as a consequence most of these sold in the United Kingdom are imported.

Major U.S. firms are engaged in supplying large commercial installations, in many cases through licenses. Small quantities of equipment are shipped directly to the United Kingdom from America. In general, equipment offered by British firms is heavier, and less flexible than its American counterpart. In installations, the ducts are of substantially greater weight than that of American galvanized ducts, which are designed to outlast any American building.

No unified program was observed on the part of the manufacturing industry to promote the desire of the public for air conditioning. Major suppliers of fuel, such as the leading oil companies, carry on extensive advertising programs to promote interest in central heating.

PUBLIC DEMANDS IMPROVEMENT

Machinery and equipment for packaging needed as British merchandising is modernized

U.K. packaging methods lag behind U.S. by several years, Trade Mission finds in study of market possibilities for American manufacturers

There are many opportunities in the United Kingdom for the sale of U.S. packaging machinery and equipment, for the exchange of technical know-how, for manufacturing under license agreements, and for the adoption of American merchandising methods.

The recent 7-man U.S. Machinery and Equipment Mission to that country found many areas in which American-made packaging machinery and equipment could develop a market.

This is so, they reported, because U.K. packaging methods generally lag behind the U.S. by several years for both consumer and industrial goods. There is evidence that the British are becoming more design conscious and are improving their packaging techniques. The public is demanding more and better packaging, not only for freshness and attractiveness but for safety and health protection reasons. The Government-sponsored Council of Industrial Design is a stimulus in this direction.

Disparity in approach

It is, however, in the approach to the problem of packaging that the disparity is most apparent. U.S. manufacturers think in terms of packaging as a merchandising tool, while the British appear to consider it primarily in terms of protection. The result is that bags, bulk wrapping, industrial wraps and functional combinations with poly cello wraps, asphalt, and others are used very little compared to the use in the United States. This points up the broad potential covering processes for paper, plastic, film, technical heat sealing and synthetic adhesives.

A number of American types of packaging machinery have been selling in this market for many years. There is definitely scope for more. The market is also receptive to manufacture under cross licensing arrangements but in any case American firms will have to "get up and go" after this potential trade and do the job of educating the British user.

The U.K. market is receptive, in the main, to U.S. techniques, and developments. This is demonstrated by the many well-known U.S. brand products that are processed and packaged by American subsidiaries with American methods, modified as may be necessary for promotion in the U.K. market.

Some U.S. firms in field

A number of American food manufacturers, it may be noted, are already operating branch plants or have licenses in the U.K., and there is some extension of this activity impending with the building of a plant by a leading flour milling and cake-mix company.

In the field of food packaging, glass containers are not used to the same extent as in the U.S. and there is not the same degree of development in packaging frozen and other foods in containers which would keep foods free from contamination. For example, there is more scope for packaging frozen foods in polyethylene.

There is an apparent weakness, too, in packaging engineering research and testing of shipping containers, such as those of corrugated fiber board. There is a lack, so far as is known, of an Institute such as exists in the U.S., with an engineering staff throughout the country.

Fully automatic packaging machines which can produce completed containers from roll stock are relatively unknown in the U.K. These multiple operations of printing, die cutting, forming, heat sealing, filling, close packing and inspecting are performed by manual methods and single purpose semi-automatic machines in the U.K. Fully automatic machines have not been justified, primarily because it takes too long to amortize the cost when operating on a single shift, which is a common practice in the U.K.

Expanding markets ahead

Expanding U.K. market opportunities looming ahead in the near future will require second and possibly third shift operations of packaging operations. Since skilled labor is scarce in many areas, only fully automatic machines can accommodate the increased demand. Furthermore, the increased utilization of such equipment on second shifts will reduce the amortization period and help economically to justify the cost.

The competition from other countries for the packaging machinery market must be recognized. German packaging machinery firms in particular are said to be setting up operations in the U.K.

CALLS FOR NEWEST

Instruments and controls can be sold to U.K. manufacturers preparing for new competition

Much industrial instrumentation is supplied by U.S. branches or subsidiaries; demand for more sophisticated systems can be created

The U.S. Trade Mission to England reports finding a faster growing market for instruments and control systems over there than exists in the United States.

U.S. instruments have a reputation for high quality, but the reputation for good service will have to be earned. And it is prompt efficient service that will keep the U.K. market once it is won.

U.K. manufacturers are getting ready for keener competition and expanded markets, whether closer ties with the Common Market are negotiated or not. Present unemployment is very small, so a marked increase in production will have to come from modernized automatic methods. This calls for the newest and best in instruments and automatic controls.

U.S. branches active

Much of the industrial instrumentation in the U.K. is marketed by branches or subsidiaries of U.S. companies. Some of these first entered the U.K. market by appointing agents to sell instruments produced entirely in the U.S. When sufficient demand was created, assembly facilities were set up using parts shipped from the U.S. This reduced the amount of the duty and improved delivery time. It also facilitated repairs and service. The resulting increased sales made it economically feasible to manufacture some of the parts locally. Now many U.S. subsidiary companies are manufacturing most of the parts in the U.K. and some are even shipping certain of the parts to their parent company in the U.S. Research and development likewise is performed on both sides of the ocean. Design features and quality have been improved and costs have been reduced by this extension in the market.

There is apparently a potential market for process controls in the continuous flow industries (petroleum, fine chemicals, steel mills, and power utilities). There are already a great number of instrumentation firms of both U.S. and U.K. origin providing a wide range of products for the processing industry today. These products are being installed primarily for sensing flow rates and levels (i.e. transducers) for data conversion and reduction; and for stream analysis and/or data logging.

These firms are supplying the basic instrumentation needs of the process control field. The demand for more sophisticated systems, however, seems to be limited to a few petroleum refineries and catalytic cracking plants. Since basic instrumentation is a first step to the ultimate close-loop computer controlled process system, many aircraft companies are interested in covering the process-control field. This is based on a desire to diversify their product line, be less dependent on military contracts, and exploit know-how developed out of missile guidance programs.

For the immediate future, it appears that process control in the U.K. will be primarily open-loop systems which may in some cases use computers for off-line process analysis.

It appears that the U.K. is fairly well supplied with conventional instrumentation and control devices by companies of both U.S. and U.K. origin. As the U.K. process control market gains confidence after improving manual controls through instrumentation, further sophistication in control systems will be more acceptable. The alternative to waiting for this confidence to develop is to educate the potential process control market through practical demonstrations and the use of competent U.S. systems engineers to develop systems proposals for U.K. firms.

Industry market

There is a market for instrumentation and controls in the following industries:

- Breweries
- Building Trades
- Distilleries
- Electronics
- Food Packers
- Paper Manufactures
- Plastics
- Power Plants
- Research Laboratories
- Shipbuilders

Many of these are presently using manual control and batch type processes but there is a growing trend toward automatic control and continuous process. Industrial instruments of American design are widely used in the U.K. Those of conventional design are manufactured by British companies; instruments and controls of recent development of patented design are imported from the U.S. Inasmuch as there is a high duty on such imports, it is usually necessary to show a definite improvement in quality and uniformity in order to justify such purchases.

The mere saving of labor by automatic processes is not yet as important a consideration as it is in the United States.

NEED FOR NEW IDEAS

Ready market for newest type machine tools in U.K.; need fast delivery and advertising

Machines to improve quality, lower manufacturing costs, or reduce lead time can overcome stiff British and continental existing competition

Latest developments in U.S. machines that fall into a category between standard machines, using highly skilled craftsmen, and the advanced numerical controlled machines, should find a ready market in the United Kingdom. So reports the U.S. Machinery and Equipment Mission to the United Kingdom that recently completed a 34-day study of market conditions in 17 industrial cities in Great Britain.

The approach that finds a ready market in the U.K., the Mission reports, is that of new development and new design of machines. There is as much interest in new types of machines in that country as in the U.S., and such machines find a market once they have been adequately advertised and promoted.

There are several mechanization fields where market opportunities exist or can be developed:

① numerically controlled machine tools—coordinate positioning and continuous path type;

② low cost automation devices such as automatic feeders, handlers, indexing tables, and other components to facilitate machinery, processing and assembly operations;

③ application of computers to the production control function which includes production scheduling, inventory control, machine loading.

New machines or equipment which will improve quality, lower manufacturing costs or reduce lead time, find a ready market in most industries. In the United Kingdom the Mission found such equipment as American designed turret drills being manufactured under license in the U.K., and an automatic drill pointer being purchased from the U.S.

There appears to be a lack of such machines as bed mills with three dimensional tracer control.

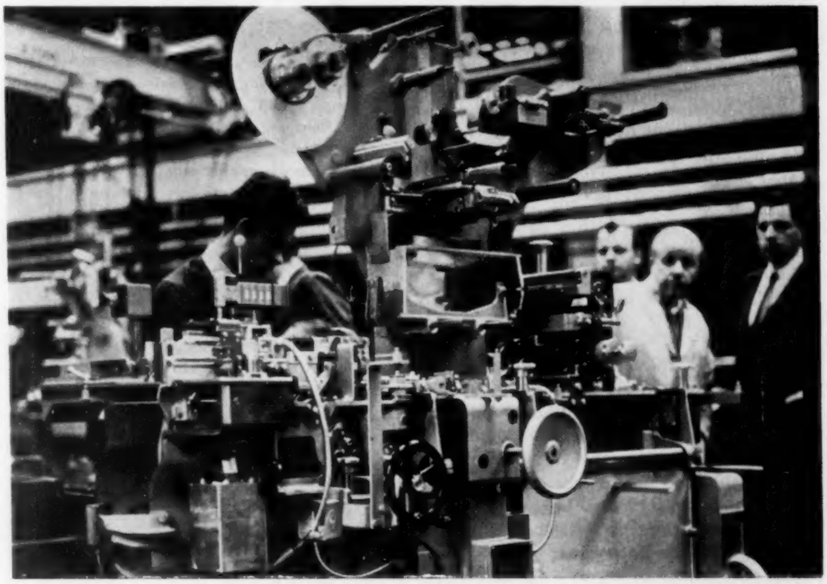
Only the very newest of ideas in machine tools will find a ready market. Manufacturers of older types will find the going quite difficult, with little potential at the moment, except for badly needed equipment. Here U.S. delivery time can be a selling point in competition with U.K. and continental builders.

Competition Keen

Present competition in the Machine Tool and Equipment field is extremely keen. While the more popular lines of U.S. medium sized precision and production type machine tools are preferred over any other, U.S. machine tool and equipment builders will find the same competition in the U.K. that they face in the U.S. Many U.S. machine tool builders have made it possible for their equipment to be manufactured in the U.K., thereby ruling out the export of their equipment from the U.S. At present there are 36 U.K. machine tool builders manufacturing leading U.S. machine tools under license agreements; also 32 of the leading U.S. machine tool companies have investments in branch plants in the U.K.

Western European industrial expansion is placing a burden on continental machine tool makers, and U.K. producers are enjoying the advantage of this; this advantage also favors American machine tool builders where they have subsidiaries in the United Kingdom.

Continental European machinery has also gained a foothold in British industry. The Mission found that the newer types of equipment being built on the continent were finding a ready market, particularly in the areas of small precision equipment and very large machines. German-made precision machinery and light machines such as engravers' pantograph milling machines and profilers, enjoy popularity. Italian heavy machinery and equipment is being accepted in increasing amounts; the "Innocenti" bor-



BUSY MISSION: In its 5-week tour of the British Isles, the trade mission consulted with hundreds of U.K. businessmen and talked with government officials in several large cities. Its members also visited a number of industrial shops such as the one above. At far right is Samuel B. Korin, corporate manager of the manufacturing equipment development of IBM. Others shown are unidentified U.K. businessmen.

TRADE TALK: Oscar C. Palmer Sr. (left), president of Palmer Industries Inc. of Phoenix, Ariz., talks over trade possibilities with an unidentified British businessman. Palmer was one of 5 U.S. businessmen who made up the 103rd Department of Commerce-sponsored trade mission. The mission members spent 5 weeks last spring in the United Kingdom to find markets for the sale of American capital goods.

ing and milling machines have become very popular in heavy industry.

59% ten years old

One and one-quarter million machine tools are in use in British industry. A little over 59% of them are now more than 10 years old. Compared to the U.S.A., Britain has about the same proportion of newer machines, under ten years old, but a much higher proportion of very old machines of prewar design.

Great Britain depends on foreign sources for only 11% of her machine tools as measured by quantity. In terms of value, this percentage is considerably higher. The most modern equipment is found in the aircraft and automotive industries, a large portion of the older machines being in shipbuilding and in heavy industry. Some of the more aggressive shipbuilding companies are modernizing their equipment.

In the tool engineering field, the tool and die, jig and fixture builders are looking for ways to reduce their dependence on aircraft manufacture. These firms are typically small, usually family owned firms, employing from four to one hundred skilled craftsmen. Their principal interest at the moment is in acquiring the rights to manufacture some product already established in a good market position in the U.S. These firms are anxious to make anything, lack experience in the principles of marketing, and have an uncertain future.

Immediate market

The type of U.S. products considered to have immediate market interest in the U.K. in the field of low-cost automation are:

❶ automatic feeding and orientation devices (vibratory feeders, gravity feeders, tracks, etc.);

❷ rotary and in-line indexing tables;

❸ standard tooling for milling, drilling, tapping, slotting, forming, piercing, marketing, etc.;

❹ hydraulic and pneumatic actuators for transferring, positioning, assembling, clamping and other component manipulative functions;

❺ Servo Control Systems for more sophisticated applications within the low-cost range (i.e. positioning, measuring, selecting, etc.);

❻ sensing devices such as photo-cells, inductive and capacitance devices, magnetic sensors, etc.);

❼ microswitches, air cylinders, solenoids, etc.

Assembly operations in the U.K. are particularly good opportunities for low-cost automation because of the high labor content now used in such operations. Metal cutting and finishing operations also provide opportunities for the automatic loading and unloading of parts to existing machines.

The most effective way to sell these low-cost automation devices is through practical demonstrations of the devices in typical arrangements. The ability to modify an automatic setup and re-use the devices should also be emphasized as an important feature.

Mission finds ripe market for low cost automatic devices

Pressure of competition, shortage of available labor creates demand

Many small manufacturing firms in Britain are beginning to feel the pressure of competition, and are ripe for inexpensive methods to increase their productivity. This has created a ready-made market for low cost automatic devices, in the opinion of the members of the U.S. Machinery and Equipment Mission just back from a market study over there.

The use of modern, low-cost automatic devices, by U.K. firms located in areas where labor is scarce, is the only way in which they can meet manufacturing demands with existing manpower. Such equipment, although commonly used in the U.S. is not widely used in the U.K. This reflects perhaps the fact that U.S. firms have not made an adequate sales effort.

An aggressive sales campaign in the U.K. can result in large scale orders for automation devices. Coupled with direct sales contacts and advertising programs, demonstrations of U.S. products at trade shows would be highly desirable. The U.S. Trade Center in London provides an ideal means of exhibiting products in the low-cost automation field relatively inexpensively. Information on using the U.S. Trade Center is available by writing the Trade Centers Division at the Department of Commerce, Washington, D.C.

Short run production

Much of the U.K. manufacturing activities are of the short-run production variety. It is reasonable to expect numerical controlled machinery to offer a special market interest. Furthermore, the U.K. machine tools which are over 20 years old (21%) are long overdue for replacement, and this should provide an opportunity for numerically controlled machines to fill the need.

Although there is a potential market for numerical control of significant size indicated, it has not materialized thus far and probably will not for the next two years. The reason is simply a lack of knowledge about the numerical control concept; what it is, what it does, and how it can be economically justified. The aircraft industry, certain industrial laboratories and some shipbuilders account for the major portion of the 170 numerically controlled machine tools in existence today in the U.K. These are primarily large firms with the technical staffs to comprehend numerical control.

Education of the small firm is an important prerequisite to selling them numerical control equipment, and opportunities are primarily limited to low-cost coordinate positioning machine tools systems.

Needs sales education

Although there are several U.K. firms well entrenched in the field, U.S. control systems based on standard punched tape input (8 channel, 1 inch tape) have powerful selling points. Intensive sales education campaigns in the coordinate positioning controller field can pay off if directed to both machine tool builders and the ultimate users. In this respect, many U.K. machine tool builders are beginning to show an interest in a licensing or joint venture arrangement with U.S. suppliers. U.S. controller suppliers would do well to contact U.K. machine tool builders for this purpose.

There are a number of U.S. machine tool builders who have subsidiaries or licenses in the U.K. or are represented by agents. Although many of these firms supply numerically controlled machine tools in the States, they have had very little success in selling such systems in the U.K. This is because they are not applying the same aggressive sales education program in the U.K. which they have applied in the U.S. Seminars, practical demonstrations and assurance of adequate follow-up services are mandatory programs to stimulate sales of numerical control systems in the U.K.

SPECIAL REPORT

Revolutionary changes coming in British industrial methods, U. S. Trade Mission reports

Common Market could precipitate changes; increase in productivity per man-hour and per machine-hour required; consumer also demanding increases

The overwhelming majority of British business men whom the U.S. Machinery and Equipment Mission met hold the belief that British industry is on the threshold of revolutionary changes.

Prompt resolution of the question of the Common Market could precipitate these changes, but even a negative decision on the matter will affect the timing of the changes, rather than their nature or intensity.

Most businessmen in the United Kingdom are convinced that their industries must promptly diversify their products, and bring about a marked increase in productivity per man-hour and per machine-hour.

There is a less general, but still widely-held belief that the demand of the British consumer will necessitate increasing its products for home consumption, while at the same time selling enough overseas to pay for increased raw material requirements.

The Mission made extensive examination of problems and programs in the five areas covered in this report: Machine tools and equipment; low cost automation; instrumentation and controls; air heating, cooling and ventilating; and packaging machinery and equipment. The results of these studies are detailed in the accompanying articles.

In all the areas, it was apparent that the businessmen were not yet close enough to solutions of their problems to know what positive action they are going to take. In the opinion of the members of the Mission, this situation constitutes an opportunity for American machinery, equipment and technology.

Potential increasing

U.S. products and technology are just beginning to gain broad acceptance in Great Britian, whereas in the recent past they were sought only in specific fields. This is not to say that a general demand for U.S. products in the mechanization field exists, but rather that the potential is increasing, as the U.K. willingness to listen is apparent.

Household appliances and modern conveniences are the objects of strongly increasing demand in the United Kingdom. It is only a question of time until the demand will place a production burden on existing machinery and equipment.

There appears to be no general sense of urgency to become more competitive.

Very few people took the initiative to discuss mechanization of manufacturing activities in their plants during interviews. This is undoubtedly due to the fact that 95% of the industrial establishments in the U.K. employ 250 workers or less. The attitude of the businessmen interviewed by the Mission may be summed up as follows:

① mechanization is applicable to mass production requirements, whereas British plants are essentially "job shops" with short production runs;
② mechanization is highly inflexible and cannot economically accommodate changing production requirements;
③ mechanization requires large capital investments that cannot compete with low cost British labor;
④ mechanization requires specialized skills to design the systems, install them and maintain them; skills which the United Kingdom has not yet fully developed.

The result of these attitudes towards mechanization is that productivity per man-hour, as well as per machine-hour, is significantly less than optimum. A degree of complacency (wait and see attitude) among U.K. managers has resulted in a situation which can inhibit growth and perpetuate the status quo. This comment is based on the following conditions observed:

❶ an intensive long-term utilization of capital resources resulting in the gradual technical obsolescence of

MOBILE BANKER HONORED: Secretary of Commerce Luther H. Hodges, (left), presents a certificate of membership in the Regional Export Expansion Council (REEC) to Ward Faulk, vice president of the Merchants National Bank of Mobile, Alabama. Observing are M. C. Lofton, Commerce Field Office manager in Atlanta and W. N. Pendleton, Jr.,

machine tools. (38% between 10 and 20 years old, and 21% over 20 years old);

❷ a hoarding of labor by individual firms due to manpower shortages which perpetuates dependency on manual production methods;

❸ a conservative and traditional management approach to the manufacturing function. Thus, for instance, products are designed for function with little consideration for the least costly production methods.

There are signs that things will change within 2 years and such change will open up a new demand for manufacturing technology of the type employed in the U.S. Some of the signs observed are as follows:

- a nation-wide emphasis on improved output per man, as reflected in the U.K. government's designation of the coming year as "Productivity Year";
- a recognition of the potential expansion of market demands provided by the Common Market, which will require increased production facilities capable of competitive cost, quality and delivery of products. Mechanization is the only means of solving the labor shortage;
- increased pressures for better standard of living by labor;
- continuing merger of small firms into larger and more efficient organizations where professional managers can be developed to justify and employ mechanization.

54 nations represented at coffee conference underway at U.N.

Coffee-producing countries attempting to reach long-term agreement between producers, consumers

Representatives of 54 countries are currently meeting at the United Nations in New York to attempt to bring about a long-term agreement between coffee producers and consumers.

The agreement, sought to reduce world surpluses in coffee production, would replace the year-to-year arrangement, which expires Sept. 30.

The conference, which opened July 9, is expected to last 5 or 6 weeks.

The proposal to replace the year-to-year arrangement with the long-term agreement was made last March by the Coffee Study Group, a 34-member intergovernmental organization with headquarters in Washington.

Main items on the conference agenda are discussions of "measures designed to meet the special difficulties which exist or are expected to arise concerning coffee" and "preparation of an international agreement embodying international measures considered desirable."

Draft agreement

Conference members also plan to study a draft agreement, prepared by the Coffee Study Group, which provides for a combination of export quotas and price arrangements.

It would be adhered to by both producing and consuming countries—unlike the present arrangement, subscribed to only by producers—and administered by an International Coffee Council. The Council would be a new organization.

The principal aim is to bring about a reasonable adjustment of supply and demand and to reduce burdensome stocks. It also contains proposals for broader economic and social measures. An International Coffee Fund would thus be set up to finance agricultural diversification in coffee producing countries.

The continuous excess of production over consumption, one of the most serious problems affecting the world coffee market, has depressed prices for the past several years.

The depressed prices have caused a critical decline in the national incomes of many coffee producing countries—especially in Latin America and Africa. Many nations in those 2 continents depend on coffee exports for a substantial portion of their foreign exchange earnings, some for as much as 80%.

This situation has been aggravated during the current crop year. The 1961-62 crop is expected to be the second highest on record, and coffee prices have now reached the lowest level since 1950.

Export expansion head to address Chicago meeting

Hurley among several speakers at 3-day marketing conference

Neil C. Hurley, Jr., Chairman of the National Export Expansion Council, is scheduled to address the fourth annual World Marketing and Economic Development Conference July 26 in Chicago.

The conference, a feature of the Chicago International Trade Fair, will be held July 25-27 at McCormick Place.

Hurley's topic will be "New Opportunities for U.S. Exports."

Leaders of commerce, industry, agriculture and government from 12 nations will describe new opportunities for import and export trade and investment in manufacturing, distribution, transportation, engineering, professional services, insurance and banking.

Government officials and businessmen from 50 countries are expected to attend the 3-day meeting. It is sponsored by the Chicago Association of Commerce and Industry to promote increased trade and economic development between the U.S. and other nations.

Government has far reaching role to play in promoting $35 billion annual trade

Promoting and fostering foreign commerce demands attention of many departments and agencies; Commerce provides assistance in two principal ways

the author

directs the Commerce Department's bureau concerned with fostering and promoting the foreign commerce and economic strength and security of the U.S. A native of Philadelphia, he has travelled widely and participated in a variety of U.S. special missions. As a career Civil Service economist, he has been concerned with international trade affairs for over 20 years.

By EUGENE M. BRADERMAN

Director

Bureau of International Programs

(Third of a series)

The merchandise trade of the United States now approaches 35 billion dollars a year. Almost all of this trade is conducted by private enterprise. Yet, the United States Government has a far-reaching role to play with respect to it.

One of the main functions of Government is that of promoting and fostering U.S. foreign commerce. The Department of Commerce is the principal agency engaged in this task. For its overseas operations the Department of Commerce utilizes the Foreign Service of the United States. The Department of Agriculture is responsible for the promotion of U.S. trade in agricultural products, and the Department of Interior is similarly engaged in the fields of fisheries and minerals. The Export-Import Bank in its lending and guarantee programs is also engaged in the promotion of U.S. exports.

Services provided

The Department of Commerce fosters and promotes the trade of the United States through two principal means. The first involves the development of an international economic climate in which trade may prosper and is carried on in cooperation with the Department of State and other agencies. U.S. efforts to seek trade liberalization and the removal of foreign discrimination against American goods are examples of this. The other effort is carried forward through the provision of information and advisory services to American business concerns engaged in foreign trade.

These services are provided to exporters, importers, industry in general, financial institutions, transportation companies, travel agencies, and other firms engaged in international business. They are carried forward through personal contact, by telephone, by letters, and through the issuance of a wide variety of publications which are designed to serve specific needs of those engaged in foreign trade.

In addition, the Department of Commerce provides a channel through which the experience of American business concerns may be brought to bear on the development of Government policies and programs in the field of foreign commerce. It also provides a means by which private enterprise may be mobilized to serve national objectives.

This is particularly important today. The United States now faces a wholly changed international economic situation from that which existed at the end of World War II. In the immediate postwar period, the United States was primarily concerned with rebuilding the war-torn economies of other nations. American goods sold themselves to the extent that other countries were able to pay for them. During that period, our concern was the "dollar gap." Now, however, the other industrial nations of the world have reconstructed their economies and rebuilt their monetary reserves and are competing strongly for world markets. Newly independent nations have also come upon the scene and require assistance if their economies are to grow and prosper. Regional trade groupings are coming into being. The impact of Communist expansionism is still another factor of great importance.

Because of these developments and resulting U.S. commitments the former "dollar gap," or tendency to a surplus, has been replaced by a deficit in the United States balance-of-payments. Therefore, our export markets are more important to the nation than ever before.

In recognition of this changed situation the Department of Commerce is today spearheading a National Export Expansion Program with the aim of improving our balance-of-payments position through increased U.S. exports. All of the trade promotion facilities of the Department are being put into high gear to accomplish the job. The Secretary of Commerce has established a National Export Expansion Council and a number of regional councils throughout the United States to give its program the widest possible publicity and to mobilize all parts of the country.

The commercial activities of the Foreign Service are being expanded and given higher priority. The Department of Commerce is stepping up its services to U.S. business firms interested in foreign markets and reaching out to attract firms not before active in foreign trade. Everything possible is being done to spur American business to use abroad the highly developed competitive techniques that it has used so successfully at home.

The cornerstone of current U.S. trade policy is the trade agreements program. The basic legislative authority for this program is provided by the Trade Agreements Act of 1934, as amended, and the Trade Agreements Extension Act of 1951, as amended. The 1934 Act was extended in 1937, 1940 and 1943 without significant amendments.

Under the 1934 Act the President was authorized to make trade agreements with foreign countries in which individual U.S. duty rates could be reduced from the 1930 rates by up to 50 percent in exchange for similar reduction in foreign tariffs on U.S. goods. This authority was used to conclude bilateral trade agreements with 29 countries.

(This article, and subsequent parts of the series, are adapted from Volume 21, Number 4, of the Federal Bar Journal, and are printed with that publication's permission.)

World Trade Opportunities

Australian dam project opens for U.S. bidding

A dam project in Australia, estimated cost over $5.6 million, is open to U.S. bidders.

It calls for construction of Callide Dam across Callide Creek about nine miles from Biloela and adjacent to the Callide coalfields, work including the placing of 800,000 cubic yards of rockfill and 50,000 cubic yards of concrete.

The dam will provide cooling and other water for the 120,000 kw. thermal Callide power plant.

Completion is scheduled for Nov. 1964; bid deadline not stated.

Detailed plans and specifications may be obtained from Irrigation & Water Supply Commission, William & Margaret Sts., Brisbane, Queensland.

Egyptian rice processor seeks machinery offers

The Egyptian Rice & Flour Mills S.A.A. has announced its interest in purchasing machinery for parboiling rice and other mill machinery for materials handling, packing, and storing (INTERNATIONAL COMMERCE, June 18, p. 20).

Correct address of this firm is 9 Rue Sinan, Alexandria, U.A.R.

Nigeria issues tenders for transmission lines

Nigeria is inviting tenders for the "Ughelli-Lagos Overhead Transmission Lines."

Separate bids are invited for supply and erection of the following:

Contract 1033/141: 330,000-v. transmission line between Lagos and Benin in the western region of Nigeria, comprising about 320 miles of single-circuit duplex 0.35 sq. in. cu. eq. ACSR conductor transmission line; completion date for first 170 miles Dec. 1964.

Contract 1033/142: 132,000-v. transmission line between Ughelli and Benin, comprising about 65 miles of double-circuit 0.25 sq. in. cu. eq. ACSR conductor transmission line; completion date Dec. 1964.

Site work will include surveying and clearing of the route trace.

Bids are invited only from firms who are prepared to submit complete and comprehensive tenders for the whole works for either or both contracts.

Tender documents may be obtained from the Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, 13 Broad St., Private Mail Bag 2030, Lagos, for $56.56 (WA£20) or $42.42 (WA £15), respectively, per set, not refundable.

Completed tender documents must be returned to the Resident Engineer, Electricity Corp. of Nigeria, Adelphi, John Adam St., London, W.C.2, not later than Aug. 22.

Preliminary information on the contracts may be obtained from the Chief Electrical Engineer at the London address.

17,944 opportunities

Business opportunities published in *International Commerce* (and The Foreign Commerce Weekly) the past 12 months, reflecting the emphasis given to the export program numbered 17,944 or 68.3% more than the 10,662 published in the previous year.

Export and agency trade opportunities submitted by Foreign Service posts and trade missions and published in *International Commerce* were up 55.1%, 10,617, compared to 6,842 in the preceding year.

Notices of opportunities for U.S. firms to bid on tenders announced by foreign governments registered a decided increase; 5,657 were published this period as to 3,092 in the previous fiscal year.

Announcements of NATO infrastructure projects, including such projects as storage facilities, airfields, harbors, pipe lines, etc., increased from 47 to 102.

The number of foreign visitors coming to the U.S., after taking advantage of the various services offered by U.S. Embassies and Consulates abroad, and whose visits were announced in IC, declined from 848 to 794.

Import opportunities, including those submitted by Trade Missions over the period, increased from 845 to 1,047.

Ceylon invites tenders for 5 shipping vessels

The Government of Ceylon is inviting quotations for construction and delivery of five new shipping vessels as follows: 3 single screw motor trampers of 12,800 tons deadweight each and 2 single screw motor cargo liners of 10,500 tons deadweight each.

Offers should be sent before Sept. 1 to the Ministry of Commerce, Trade, Food & Shipping, Union Place, Colombo 2, who has stressed that this is only an invitation to offer on the basis of which the Ceylon Government, if it so desires, can carry out negotiations for purchase of the vessels.

An offer may be made for one or more vessels by the same shipbuilder.

The ships are to form the nucleus of Ceylon's merchant fleet that will function under the proposed government-operated Ceylon Shipping Corp.

A copy of the offer and specifications is available on loan to firms located in the U.S. from Trade Opportunities Staff, Room 4016, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Greece issues proposals for telephone materials

The Greek Government is inviting bids for supply and delivery of various iron telephone pole line materials and hardware under tender 5947, estimated cost $500,000.

Bids should be submitted by Aug. 7 to Supply Committee, Greek Telecommunications Organization (OTE), 4 Sophocles St., Athens.

A copy of the specifications, including drawings, is available on loan to firms located in the U.S. from Trade Opportunities Staff, Room 4016, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Steam, electric equipment bid date delayed by Ceylon

The National Textile Corp. of Ceylon, established under the State Industrial Corporation's Act, has extended the bid deadline for supply, erection, and commissioning of steam and electrical generation equipment from Aug. 17 to Sept. 10. (INTERNATIONAL COMMERCE, July 2, p. 15.)

Pakistan power project opens for U.S. bidders

Pakistan is issuing bidding documents for supply, delivery, and erection of a 132,000-kw. Korangi Thermal Power Station. Bids may be submitted under the following phases:

Phase lx: Complete boiler house equipment including two 590,000-lb.-per-hour steam-generating units and related mechanical and electrical equipment.

Phase ly: Complete turbine house equipment including two 66,000-kw., 13,800 v., 3 ph., 50 c. turbogenerators with related mechanical and electrical equipment.

Phase 1: A combination of phases 1x and 1y.

Sealed proposals should reach the Kuljian Corp., 1200 North Broad St., Philadelphia 21, with a copy to Office of Managing Director (Agents), Karachi Electric Supply Corp., Ltd., Spencers Bldg., McLeod Rd., Karachi, in time to permit opening by both addresses at 9 a.m. local time, Oct. 23.

Proposals must be accompanied by a bid bond or certified check amounting to 5% of bid price.

Bidding documents may be obtained from the Kuljian Corp. for $500 for a set of complete phase 1 or $300 for a complete set of either phase lx or ly.

The deposit will be returned on receipt of a bona fide bid or return of the documents unmarked.

The U.S. dollar portion of this project will receive assistance from the Agency for International Development.

Bidding documents for supply, delivery, and erection of materials and equipment for the building structure and superstructure, circulating water systems, electrical transmission ties to the existing transmission system, and miscellaneous civil works will be announced later.

German trailer producer seeks U.S.-made parts

A Cologne producer wishes to purchase a large number of metal products from U.S. manufacturers to construct trailers for NATO as the necessary U.S. standardized products are not available in West Germany.

Products needed include roller and ball bearings, feather and Woodruff keys, rear reflectors, sockets, clamps, various types of nuts, screws, and washers, discs, connecting pieces, tees, angles, bolts, turnbuckles, washers, rivets, pins, plates, rings, chains and hooks, and lubricating nipples.

Offers should be sent to Kloeckner-Humboldt-Deutz A.G., c/o VE, Koeln-Deutz, Germany, manufacturers of diesel engines, tractors, mining machinery, locomotives, and railway cars.

Copies of the specifications may be obtained on a loan basis from Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Bids invited by India for overhead equipment

India is inviting bids until Sept. 21 for supply and erection of 25 kv. 50 c. single-ph. traction overhead equipment on the Madras-Villupuram section of the Southern Railway. (FCW, May 21, p. 921; June 4, p. 1009.)

Tender documents may be obtained from the office of the General Manager & Chief Engineer, Railway Electrification, 235 Acharyya Jagadish Bose Rd., Calcutta 20, for $21 (100 rupees).

A set of the documents is available on loan to interested firms located in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Viet-Nam, Taiwan invite bids for steel products

The following trade opportunities in steel mill products have been opened to U.S. bidders:

Viet-Nam: Tender 0588-23062—1,000 metric tons steel rails; 1,500 metric tons rail ties; splice bars; bolts, nuts; washers, clips. AID financed. Closing date Aug. 17. Central Purchasing Authority, P.O. Box H-5, Saigon.

Taiwan: Invitation IDA-0002-B—318,626 kg., 20 items, steel plates; 69,606 kg., 22 items, steel angles; 12,708 kg., 8 items, bars, pipe; 20,840 kg., arc-welding electrodes; chains, shackles. Closing date Aug. 6, IDA financed. Central Trust of China, Purchasing Dept., 68 Yen Ping Man Rd., Taipei, Taiwan.

Bidding conditions and the contract stipulation data may be obtained from the indicated authorities.

* * *

Tractor, plow, tiller bids invited by Ceylon

The Department of Agriculture, Government of Ceylon, is inviting bids until Aug. 3 for supply and delivery of 160 tractors and other equipment.

The tender includes 160 tractors, 200 tyne tillers, 30 2-furrow disc plows; 30 3-furrow disc plows, 160 sets of cage wheels for tractors, 20 hydraulic tipping trailers, 6 fuel tank trucks, 6 water tank trucks, 10 scrapers, 10 hydraulically operated front end loaders, 10 rear mounted graders, and 10 front mounted earthmovers.

Bids should be submitted to the Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, P.O. Box 500, Colombo 1, on tender forms obtainable from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Copies of the tender form are available on loan from Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Nigeria invites bids for transmission line

Nigeria is inviting bids until Sept. 28 for supply and installation of an ACSR transmission line between Aba and Onitsha, a distance of 35 miles.

Bid documents for contract 1033/203 may be obtained from the Secretary, Electricity Corp. of Nigeria, Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, for $56 a set, not refundable.

Plywood machinery requested in Bangkok

The Bangkok Trade Center woodworking exhibit now in progress has produced several inquiries concerning hotplates for laminating plywood, veneer rotary slicing lathes, and three-drum sanders.

U.S. producers of plywood manufacturing machinery are requested to send brochures and price information to Vitaya Songkakul, Forest Product Research Division, Forestry Department, Bangkhen, Bangkok.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (*) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Germany

Vegetable, flower, grass, clover seeds. Friedr. Gerke, Jr. (importer, wholesaler), Postfach 182, Lippstadt/Westfalen. WTD 6/19/62.

Vegetable, agricultural, flower seeds; flower bulbs, garden supplies of all kinds; requests replies in German. J. W. Beisenbusch KG (importer, wholesaler), 15 Kirchhellener Allee, Dorsten/Westfalen. WTD 6/19/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

United Kingdom

★★ Canned fruits, vegetables. N. Kilvert & Sons, Ltd., Trafford Park, Manchester 17. NCIA.

★★ Canned food direct from packer. Willharts, Ltd., 27 The Headrow, Leeds 1, Yorkshire. NCIA.

204 Grain Mill Products

United Kingdom

★★ Poultry, cattle feed, equipment (agency). Liverpool Grain Storage & Transit Co., Ltd., Tower Bldgs., Liverpool 3.*

207 Confectionery, Related Products

United Kingdom

★★ Orange, lemon peel, fondant icing, baker's chocolate. James Fleming & Co., 19 Albert St., Edinburgh.

208 Miscellaneous Food Preparations, Related Products

United Kingdom

★★ Essence, flavors, colorings. Edinburgh Essence Co., Ltd., Silvermills, Edinburgh, Scotland.

209 Miscellaneous Foods

Bermuda

Potato chips, cellophane-wrapped; manufacturer in New York City area preferred. Direct purchase and exclusive agency for Bermuda. Butterfield & Co. (importing distributor, manufacturer's agent, commission merchant), East Broadway, Hamilton. WTD 5/14/62.

220 Textile Mill Products

British Guiana

Ladies' dress material; tropical suiting for men, women; flock material; cloth bolts, stocks, irregulars, clearing lines from mills; cloth remnants of 2-5 yd. packed in bales of about 200 lb. Direct purchase and agency. N.K. Damil & Co. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 457 or 17, 18 High & America Sts., Georgetown. WTD 6/22/62.

Rhodesia, Nyasaland

Automobile seat covering material. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Germany

Printed nylon fabrics for manufacture of ladies' dressing gowns; price quotations c.i.f. Rotterdam. Direct purchase and agency. Gesellschaft fuer Velvet-Industrie mbH (importer, manufacturer), 19 Jaegerstr. or 334 Schliessfach, Krefeld. WTD 6/19/62.

223 Broad Woven Fabric Mill Products, Wool

Germany

Fabrics of 70% wool, 30% synthetics for manufacture of skirts; requests replies in German. August Druhmann (manufacturer), 9 Mindenerstr., Herford/Westfalen. WTD 6/19/62.

229 Miscellaneous Textile Goods

France

Imitation leather for manufacturing shoes, clothes, small leather goods such as ladies' handbags, billfolds, briefcases; requests replies in French. Direct purchase and agency. Les Successeurs de Gaston Fournier (importer, exporter), 76 blvd. Magenta, Paris.

United Kingdom

★★ Rope, twine, wire rope, matting for agriculture, packaging. British Ropes, Ltd., P.O. Box 23, Sunderland.

234 Women's, Misses', Children's, Infants' Undergarments

Bahrain

Corsets, brassieres. Foroughi Bros. (importer, wholesaler, exporter, sales agent), P.O. Box 56, Bahrain. WTD 6/10/62.

United Kingdom

★★ Ladies' underwear, pajamas, nightgowns. M. White, 40 St. Enoch Sq., Glasgow, C.1, Scotland.

★★ Children's, infants' garments. Dundee Bedding Co., Ltd., 18 Kirk Entry, Dundee, Scotland.

237 Fur Goods

France

Fur garments of novelty character. Direct purchase and agency. Ets. J. Zelman (importer, exporter, wholesaler), 52 rue des Petites Ecuries, Paris 3.

239 Miscellaneous Fabricated Textile Products

Rhodesia, Nyasaland

Boat covers, canopies. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

242 Sawmill, Planing Mill Products

Australia

Hemlock lumber, No. 3 grade, 12 ft. lengths. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

France

Hardwood flooring, WTD 4/24/62; wood paneling, WTD 4/24/62. Direct purchase and agency. Société des Produits Ceramiques de la Seine (manufacturer, wholesaler), 76 ave. de la Liberté, Chevilly-la-Rue (Seine). WTD 4/24/62.

United Kingdom

★★ Lumber, construction materials. Bailey & Whites, Ltd., 451 Commercial Rd., Portsmouth.

251 Household Furniture

Rhodesia, Nyasaland

Garden furniture. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

United Kingdom

★★ Garden furniture. E.S. Perry, Ltd., Fareham Rd., Gosport, Hampshire.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

United Kingdom

★★ Office supplies, equipment. Standard Office Supplies, 57 Farringdon Rd., London E.C.1.

259 Miscellaneous Furniture, Fixtures

United Kingdom

★★ Venetian blinds. Modern Art Glass Co., Ltd., Barrack Rd., Leeds 7, Yorkshire.

★★ Venetian blinds, shades. George Sellar & Sons, Ltd., Kelliebank, Alloa.

262 Paper Mill Products

Iran

● White paper, 600 tons; bid deadline Sept. 4; cardboard, 500 tons; bid deadline Aug. 27. Iranian Tobacco Monopoly, Tehran.★

Philippines

Carbonizing tissue for manufacture of carbon paper. H. G. Henares & Sons (manufacturer), 2511 Aurora, Pasay City. WTD 9/27/61.

264 Converted Paper, Paperboard Products

Rhodesia, Nyasaland

Cellulose tape. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

United Kingdom

★★ Partly fabricated tissue. Satinex, Ltd., Shaw Mills, Hawarden, Flintshire, North Wales.

★★ Special papers, playing card stock. Yorkshire Producer Paper, Ltd., Park Mills, 47 Stanningley Rd., Leeds 12.

★★ Paper cups. Macdonald Peattie, Ltd., 7 Queen Margaret Rd., Glasgow, NW.

★★ Office supplies. Standard Office Supplies, 57 Farringdon Rd., London E.C.1.

276 Manifold Business Forms Manufacturing

United Kingdom

★★ Continuous forms, interleaved carbon forms (agency). Kenrick & Jefferson, Ltd., West Bromwich, Staffordshire. NCIA.

281 Industrial Inorganic, Organic Chemicals

India

● Oxygen plant capable of producing approx. 24 cu. m. per hour 99.5% welding purety oxygen from air separation at pressure of 2,500 lb. per sq. in., measured at ambient conditions of 20° C. and 14.7 lb. per sq. in. pressure absolute; tender 172/Beas/PR/4053/Global, bid deadline 10 a.m. (I.S.T.) Sept. 3. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Tender documents available from India Supply Mission (D/ENQ/492), 2536 Mass. Ave., NW., Washington 8, D.C., for $3 each, not refundable.

United Kingdom

★★ Superior grade glazing compound or system for glazing glass into aluminum, steel frames. Modern Art Glass Co., Ltd., Barrack Rd., Leeds 7, Yorkshire. NCIA.

★★ Oil absorbents, rust preventives. Tedesco, Ltd., Crighton House, Mount Stuart Sq., Cardiff. NCIA.

★★ Raw chemicals for paints. H.J. Cotgreave & Co., Salisbury Chambers, Chapel Walks, Manchester 2. NCIA.

★★ Filtering materials. John C. Carlson, Ltd., Newman St., Ashton-u-Lyne.★

★★ Fine organic chemicals for research, analysis. Kodak, Ltd., Research Chemicals Div., Kirkby, Liverpool.

283 Drugs

United Kingdom

★★ Pharmaceutical preparations. H.J. Cotgreave & Co., Salisbury Chambers, Chapel Walks, Manchester 2. NCIA.

★★ Biochemicals, pharmaceutical products. Kodak, Ltd., Research Chemicals Div., Kirkby, Liverpool.

★★ Pharmaceutical products. Direct purchase or agency. Lewis Laboratories, Knowsthorpe House, Knostrop Lane, Leeds 9.

★★ Ethical drugs, pharmaceuticals. Ethicon, Ltd., Sighthill, Edinburgh, Scotland.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

United Kingdom

★★ Disinfectants, soaps, deodorizers. W. & F. Walker, Ltd., Webber Rd., Kirkby Industrial Estate, Liverpool.

★★ Edible, inedible oils; tallow for soap manufacture; motor lubricants. W. Norbury Co., Ltd., Rothwell Haigh, Nr. Leeds. NCIA.

287 Agricultural Chemicals

Iran

● Chemical fertilizer, 9,700 tons of various types; bid deadline Aug. 12. Iranian Sugar Mills, Tehran. Specifications in French.★

United Kingdom

★★ Disinfectant chemicals, Horticultural products. Direct purchase and agency. William Pearson, Ltd., Clough Rd., Hull, Yorkshire. NCIA.

289 Miscellaneous Chemical Products

United Kingdom

★★ Slime controllers for paper industry, additives for paper, printing ink, rubber and pharmaceutical base ingredients. John & E. Sturge, Ltd., Wheeleys Rd., Birmingham 15.★

291 Petroleum Refining

Germany

High-quality special motor oils for diesel engines according to American Mil-Test L 2104-A, 80 tons monthly; price quotations c.i.f. Rotterdam and exact analysis of motor oils. Direct purchase and agency. Mirag Mineraloel Gesellschaft mbH (importer, exporter, wholesaler), 3-5 Stolbergerstr. or Postfach 5, Koeln-Braunsfeld. WTD 6/18/62.

299 Miscellaneous Petroleum, Coal Products

United Kingdom

★★ Benzole, tar. Normanby Park Tar Supply Co., Ltd., Forster House, Hatherton Rd., Walsall.

302 Rubber Footwear

Greece

● Rubber boots, knee high, with built-in steel safety toe guards, for use in underground lignite mines, 3,000 pairs with rubber heels and outsole with protective bumper edge; estimated value $13,000; tender DGY-607, bid deadline Aug. 9. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★

307 Miscellaneous Plastics Products

British Guiana

Plastic materials in rolls for curtains, plain and flowered, about 36 and 48 in. wide. Direct purchase and agency. N.K. Damil Co. (importing distributor, manufacturer's agent (commission merchant), P.O. Box 457, 17, 18 High & America Sts., Georgetown, WTD 6/22/62. Samples.★

France

Plastic curtain rods; requests replies in French. Direct purchase and agency. Gruer Monnier (manufacturer), 94 bis rue des Haies, Paris 20e.

Plastic panels, wall and floor coverings for building. Direct purchase and agency. Société des Produits Ceramiques de la Seine (manufacturer, wholesaler), 76 ave. de la Liberté, Chevilly-la-Rue (Seine). WTD 4/24/62.

Plastic household utensils. Direct purchase and agency. Société Labbe Freres (manufacturer), rue Jean Jaures, Saint-Florent-sur-Cher (Cher). WTD 1/21/60.

Germany

Plastic swimming pools of all sizes equipped with attached ladders for adults, children; price quotation c.i.f. Rotterdam or Antwerp. Direct purchase and agency. Ruhr-Plastic GmbH (importer, wholesaler, exporter), 33 Auf dem Dudel, Muelheim/Ruhr. WTD 6/19/62.

Rhodesia, Nyasaland

Automobile seat covering material. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box. 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

United Kingdom

★★ Plastic table mats, novelty items. Marcon Merchant Marketing Co., 42-46 Hagley Rd., Birmingham 15. NCIA.

311 Leather Tanning, Finishing

France

Asbestos-coated leather, plastic-split leather, especially treated for heat resistance; requests replies in French. Direct purchase and agency. Technique d'Equipements de Protection-Helene Bouvard (manufacturer, dealer), 5 bis ave. Delattre de Tassigny, Saint-Maur (Seine).

Germany

Sheep, lamb, goat leather for manufacture of jackets, coats. Max Linke (importing distributor), 109 Graeulingerstr., Duesseldorf-Gerresheim. WTD 4/6/62.

314 Footwear, Except Rubber

United Kingdom

★★ Line of women's shoes selling f.o.b. $2.10-$3. Direct purchase or agency. 22 Gibbs Green, Edgware, Middlesex. NCIA.

321 Flat Glass

United Kingdom

★★ Thermopane type glass. Industrial Development, Ltd., Industrial House, Stratford-Upon-Avon, Warwickshire.

322 Glass, Glassware

Australia

Cooking ware oven glassware. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

Germany

Nursing bottles; requests replies from U.S. manufacturers only. Direct purchase and agency. Gesellschaft fuer Krankenhausbedarf und Elektromedizin Versloot & Co. (importing distributor, manufacturer's agent), 66 Kleverstr., Duesseldorf. WTD 9/13/61.

New Zealand

Glass fiber rovings No. 888 12N external unwinding suitable for glass fiber fishing rod blanks. R.J. Bain & Co., Ltd. (importing distributor, manufacturer), 261 St. Asaph St., Christchurch. WTD 6/21/62.

325 Structural Clay Products

France

Ceramic wall, floor tile. Direct purchase and agency. Société des Produits Ceramique de la Seine (manufacturer, wholesaler), 76 ave. de la Liberté, Chevilly-la-Rue (Seine). WTD 4/24/62.

Iran

● Refractory shapes, 40, consisting of 18,020 pieces; bid deadline Aug. 11. Edareh Taslihate Artesh (Armament Dept., Imperial Iranian Army), OT/Sec., Ave. Jaleh, Tehran. Blueprints in Czech. ★

326 Pottery

Italy

China, earthenware fitting, bathroom accessories. Direct purchase and agency. Angelo Toscano (wholesaler, retailer, importer), 140/46 Via A. di Sangiuliano, Catania, Sicily. WTD 6/19/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Pakistan

Abrasives: Emery, sand, glass papers, cloth; valve grinding pastes, compounds; carborundum stones; files, powders. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

United Kingdom

★★ Sound control material for commercial, theater uses. William Beardmore & Co., Ltd., Parkhead Steelworks, Glasgow, E.1.

331 Steel Mill Products

Australia

Tool steels suitable for punches, dies used on metal stamping power presses. Bendix-Tecnico (Automotive) Pty., Ltd. (manufacturer, importer, distributor), 415-25 West Botany St., Rockdale, N.S.W. WTD 4/2/62.

Ecuador

Sheet steel plate, sheet iron, bars for manufacture of agricultural handtools; probable requirements, 100 tons every 6 months; quotations c.i.f. Guayaquil, insurance coverage to Quito. A. Vasquez (importer), P.O. Box 2884 or Galle Toledo 750, Quito.

Greece

● Small railway supplies for use of SEK, including 200,000 screw spikes; 300,000 double spring washers; 10,000 staybolts, various types; 44,000 clips, various types; 75,000 clip-bolts, various types; 80,000 single spring washers; 300,000 wooden tie-pads; tender B/352, bid deadline 1 p.m. Aug. 16. State Purchases Directorate B', 50 Socratous St., Athens. ★

India

Special steels: Black steel bars, EN.3B, EN.2, EN.2B; bright free cutting steels, EN1A; steel die blocks; spindle steel, high speed tool steel; special steels, EN. series like EN.8M, EN.3B, EN24. Textile Machinery Corp., Ltd. (manufacturer), P.O. Belgharia, 24 Parganas, West Bengal. WTD 8/28/61.

☆ Cold drawn seamless mechanical tubings, stress relieved, annealed or normalized, conforming to C-1035 (U.S. standard specification for steel items), in various lengths. Loan 157; U.S. source. IL# 990696/DLF/157/HQ/61. Ref. 41 (767)/62-AID-II. Bid deadline Aug. 16. M/s. Christensen-Longyear (India), Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1. ★

Italy

Black and galvanized steel pipe; welded, seamless; for water, gas; malleable cast-iron pipe connections. Societa F.I.R.I.S. di Abate & Leonardi (wholesaler, retailer, importer), Via di Sangiuliano 97, Catania, Sicily. WTD 6/19/62.

Pakistan

High speed alloy, carbon tool steel; iron, steel wire, plain, barbed. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

Singapore

Tinplate; requests replies from manufacturers only. H. Bersu & Co., Ltd. (importing distributor, manufacturer's agent), 15A, 15B Robinson Rd., Singapore 1. WTD 10/12/61.

United Kingdom

★★ Fastening products. Macnays, Ltd., Middlesbrough.

334 Secondary Smelting, Refining Nonferrous Metals, Alloys

Malaya

Tinmill black waste; 100 tons of 18-24 in. and larger, 29 gage or lighter. Jackson's Malaya, Ltd., Kuala Lumpur. WTD 5/21/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

France

Electrolytic copper. Ets. Michel Racine (metalworker), 228 bis rue du Landy, Saint-Denis (Seine).

Iraq

● Materials for workshop, including aluminum, brass sheets; copper rods, pipes; tender 127/62, bid deadline Aug. 1. Terms, specifications available from Purchase & Tender Office, Iraqi Ports Administration, Basra, for $2.80 (1 dinar).

336 Nonferrous Foundry Products

United Kingdom

★★ Raw materials, rough die blanks, rings prior to machining. Frank Pickering & Co., Ltd., Pennistone Rd., Sheffield 6. NCIA.

342 Cutlery, Handtools, General Hardware

Germany

New types of woodworking, metalworking handtools. H. Putsch & Comp. mbH (wholesaler, manufacturer), Postfach 1263, Hagen/Westf. WTD 2/3/61.

United Kingdom

★★ Small tools, machinery. Direct purchase or agency. Monks & Crane, Ltd., Garretts Green Lane, Birmingham 33.

★★ Boat supplies. Simpson Lawrence, Ltd., St. Andrews Sq., Glasgow.

★★ Complete line of handtools (agency). Wilkinsons Tools, Ltd., Kerfoot St., Warrington, Lancashire. NCIA.

343 Heating Apparatus, Plumbing Fixtures

United Kingdom

★★ Industrial heating equipment (agency). Steam Storage, Ltd., 89 Harehills Rd., Leeds 8, Yorkshire. NCIA. ★

★★ Heating equipment. Fans 7 Spares, Ltd., Constitution Hill, Birmingham 19.

344 Fabricated Structural Metal Products

United Kingdom

★★ Prefabricated building components. Industrial Development, Ltd., Industrial House, Stratford-Upon-Avon, Warwickshire.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

United Kingdom

★★ Metal screws. Warne, Wright & Towland, Ltd., Keeley St., Birmingham 9. NCIA.

346 Metal Stampings

France

Household utensils of stamped metal. Direct purchase and agency. Société Labbe Freres (manufacturer), rue Jean Jaures, Saint-Florent-sur-Cher (Cher). WTD 1/21/60.

349 Miscellaneous Fabricated Metal Products

Germany

Tempering valves to mix automatically hot and cold water, safety valves, air vent valves, related items. Studt & Co. (importing distributor), Von-Essen-Str. 58-60, Hamburg 22.

United Kingdom

★★ Milk dispensers, small size, heavy duty. Jackson Boilers, Ltd., Elland Rd., Leeds, Yorkshire. NCIA.

352 Agricultural Equipment

Thailand

☆ Emasculators; livestock syringes, needles; grain-testing scales. AID Code 770, 779, 880, 890, 700, 820, and 822. Bid AGR-TTEC-553. PIO/C 493-A-11-AB-9-20109. Bid deadline July 26. Thai Technical & Economic Cooperation for National Extension Office, Ministry of Agriculture, Bangkok. ★

United Kingdom

★★ Feed-processing machinery, equipment; truck-farming machinery, equipment (agency). Anthony F. Kinahan, 1 Avon Rd., Bitterne Park, Southampton. NCIA.

★★ Elevator chain for harvesting root vegetables such as beets. Griff Chains, Ltd., P.O. Box 7, Dudley Wood, Cradley Heath, Straffordshire. NCIA.

★★ Machinery for processing fertilizer. Direct purchase or agency. Moxey, Ltd., Birmingham Rd., West Bromwich, Staffs.

★★ Agricultural implements. George Sellar & Son, Ltd., Kelliebank, Alloa.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Road construction, earthmoving machines; new, secondhand in good condition. Helmut Hinz (wholesaler), 224 Eisernerstr., Siegen/Westfalen. WTD 8/25/61.

India

☆ Equipment for Sabarigiri Hydroelectric project of Kerala State Electricity Board: Steel plates, tender H.E.P. 23/62, bid deadline Aug. 17, price of tender $10.75 each; construction tools, plant, H.E.P. 17/62, Aug. 13, $10.75 each; butterfly valves for Penstock Lines, H.E.P. 21/62, Aug. 14, $5.40 each; insulator strings, accessories for 220 kv. overhead transmission lines, T2(J) 1/62, Sept. 28, $5.55 each. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms are available for sale, not refundable or transferable. Sealed tenders, in duplicate, are invited by Chief Engineer, Civil Karala State Electricity Board, Trivandrum, South India.

☆ Towed scrapers with struck capacity 14-16 cu. yd., suitable for working behind 290 D.B. hp. crawler tractor. Pending loan; U.S. source. Tender Project/997-N/I. Bid deadline Aug. 9. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi 1.

Israel

☆ Bucyrus Erie, or equal, 30-B dragline and clamshell excavator; 1½ cu. yd. type BM dragline bucket. Loan AID 28; U.S. source. Subauthorization 790/1/423. Bid deadline July 27. Lime, or equal, roadracker, model D. AID loan 28; U.S. source. S/A 791/1/103. Bid deadline July 30. Government of Israel Supply Mission, 850 Third Ave., New York 22, attention N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Oct., prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer. ★

Korea

● Tractor scrapers, 6, equipped with scraper of 18 cu. yd. heaped cap. or more, powered with 4-stroke cycle diesel engine of 250 net hp. at flywheel. Tractors, 2, completely equipped with bulldozer, powered by 4-stroke cycle diesel engine of 230 flywheel hp. Crawler crane with shovel capacity of 1¼ cu. yd., diesel engine drive, min. 32,000 lb. lifting cap. with 40 ft. boom on 10 ft. radius. Pickup trucks, 2, conventional body ½ ton, powered by 6-cylinder gasoline engine of not less than 130 hp. Trailer with dolly, 60 ton cap., rear loading trailer, 3 axle model, clear loading deck 18 x 10 ft. or more, payload 60 tons or more. Spare parts for all foregoing equipment as indicated in specifications. Estimated value $750,000; tender KFX-2064-S (PR 62-41), bid deadline Aug. 3. Office of Supply, Republic of Korea, Seoul, for Office of National Construction. Early delivery desired but not later than Dec. 13, 1962. Terms, specifications available from Chung Soo Park, Procurement Officer, 2322 Mass. Ave., NW., Washington 8, D.C. ★

United Kingdom

★★ Materials handling equipment. Direct purchase and agency. Normae, Ltd., Pepper Rd., Hunslet, Leeds 10.

★★ Mining, quarry equipment. Barnes & Bell, Ltd., 1 Newton Pl., Glasgow, C.3.

★★ Mechanical handling equipment. Ardeer Co., Ltd., Stevenston, Ayrshire, Glasgow.

★★ Steel press, automatic handling equipment for steel, nonferrous metals. Rees Mechanical Equipment Co., 6 Park Grove, Cardiff, Wales. NCIA.

★★ Fork trucks, cement mixers, materials handling equipment. Thos. W. Ward, Ltd., Albion Works, Sheffield, P.O. Box 141.

★★ Earthmoving equipment (agency). Preistman Bros., Ltd., Hull. NCIA.

354 Metalworking Machinery, Equipment

France

Die casting machines for manufacturing buttons, buckles. Ets. Herve (manufacturer), 58 rue Beaubourg, Paris 3e. WTD 1/6/59.

Equipment for steel mills; requests replies in French. Hauts Fourneaux & Forges de Saulnes & Gorcy (steel mill), 6 ave. d'Iena, Paris.

Germany

Condenser winding machinery for radio industry. Blume & Redecker GmbH (importing distributor), Rotermundstr. 28, Hanover.

Power-driven woodworking, metalworking handtools; new types only. H. Putsch & Comp. mbH (wholesaler, manufacturer), Postfach 1263, Hagen/Westf. WTD 2/3/61.

Greece

● Machine tools, including 2 electric vertical drills of about 20 mm. (¾ in.) hole diam. on steel with 1 hp. motor; 10 portable electric drills, cap. ½ in. hole on steel; 2 electric grinders, bench type, 2 grinding stones each, 1 hp. motor; 1 hand-driven fuel injector pressure-testing apparatus with flywheel for testing fuel injectors of diesel engines; 2 hand-driven fuel injector pressure-testing apparatus driven by lever; 2 portable electric grinders, ½ hp.; 2 hand-driven valve seat lathes; 1 hydraulic lift for cars and trucks, 12 ton cap.; 1 hydraulic track press for removing and installing pins and bushings of tractor tracks, cap. 120 tons, ram travel about 6 in.; 1 horizontal crankshaft grinding machine; estimated value $23,500; tender 215, bid deadline noon Aug. 4. Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens. ★

India

☆ Empty acetylene gas cylinders, 500, complete with valve, cap. Loan 157; U.S. source. IL#990297/DLF/157/61/HQ/CG. Ref. 41 (671)/61-AID.II. Bid deadline Aug. 10. Modi Sugar Mills, Ltd., Modinagar. ★

☆ Lathe, 18 in. center. Bid deadline Aug. 30. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., required by Fertilizer Corp. of India, New Delhi. Tender enquiry S/59/DLF/Sup. Purchase against this tender restricted to equipment of U.S. origin or manufacture.

Pakistan

All types of screw gages, calipers, verniers, protector square and angle gages, surface gages, spirit levels, all sizes of speed indicators. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

United Kingdom

★★ Machine tools. Direct purchase and/or agency. Ringway Machine Tools, 42 Barton Arcade, Deansgate, Manchester 3.

★★ Machine tools. Southern Engineering & Machinery Co., Connaught Bldgs., Millbrook, Southampton.

★★ Machine tools. Direct purchase and/or agency. Stanley Howard, Ltd., 73 Devon St., Saltley, Birmingham 7.

★★ Machine tools. Modern Tool & Equipment Co., Ltd., 7/11 East Bridge St., Cromac Sq., Belfast 1.

★★ Machine tools. Percy Martin, Ltd., 106/8 Melton Rd., Leicester.

★★ Machine tools. Direct purchase and/or agency. B.S.A. Tools Group, Ltd., Mackadown Lane, Kitts Green, Birmingham 33. ★

★★ Precision machine tools. Direct purchase and agency. Fenter, Ltd., 184 Aston Rd., Birmingham 6.

★★ Used machine tools. K & C Machinery, Ltd., Stevens St., Coventry. NCIA.

★★ Metalworking machine tools. Direct purchase or agency. H. Suss, 177-79 Wilmslow Rd., Rusholme, Manchester 14. NCIA.

★★ Electric handtools: Drills, radials. J. & H. Smith, Corner House, Whitehall Rd., Leeds 12, Yorkshire. NCIA.

★★ Tapping, drilling machines, grinders, cutting machinery, power screw drivers. Stanley Howard, Ltd., 73 Devon St., Saltley, Birmingham 7. NCIA.

★★ Automatic nut tappers, other machine tools. Direct purchase or agency. Alfred Herbert, Ltd., Warwick Rd. South, Old Trafford, Manchester 16. NICA.

★★ Hand-powered tools, pneumatic drills. Direct purchase or agency. J. Taylor (Cardiff), Ltd., 86 Albany Rd., Cardiff, Wales. NCIA.

★★ Industrial metalworking machinery, machine tools. David Jackson, Engineers, 11 Mauldith Rd., Withington, Manchester. NCIA.

★★ Machine tools, new or used. Thos. W. Ward, Ltd., Albion Works, P.O. Box 141, Sheffield.

355 Special Industry Machinery

Burma

● Equipment for diesel locomotive repair shop, including 15-ton overhead electric traveling crane; lathe 18 in. swing; drilling machine, 1¼ in. drills; honing and lapping machine; crank shaft grinder; precision vertical boring machine; universal tool and cutter grinding machine; forced ventilated resistor with contractor relays; portable oxyacetylene cutting and welding plant for cutting cast iron 4 in. thick; electric welding set, 200 a., max. 400 v., 3 ph.; air compressor; 50-ton hydraulic press; hand drills, 3, ½ in. drill, 230 v., single ph.; 1½-ton electric hoist; 1-ton electric hoist; 25-ton portable electric jack; 5-ton jib cranes, 2; low platform battery-driven trucks, 2; bending machine; dynamic balancing machine; coiling machine for winding magnetic coils. Bid deadline Aug. 23. Office of Controller, Stores Burma Railways, Botataung, Rangoon, f.o.b. quotations in triplicate together with detailed specifications and drawings. Pay through Embassy of Union of Burma, 2300 S St., NW., Washington 8, D.C. ★

France

Machinery for treatment, packing of almonds, peanuts. Pan American Importer-Jean Lasry (importing distributor), 60 rue Anatole France, Levallois Perret. WTD 3/27/61.

Cane sugar mill equipment, particularly cane mills, stalk shredders, rotary pulverizers; requests replies in French. Brewer Freres-Pierre Houlier Succ. (manufacturer, agent), 76 blvd. Saint-Germain, Paris 5e.

Germany

New small machinery, small equipment for malting plants, grain warehouses, mills. Hima, Hildener Muehlen-und Apparatebau Ferdinand Mueller & Co. (manufacturer, wholesaler, importing distributor), 36 Henkenheide, Hilden/Rheinland. WTD 5/16/61.

Semiautomatic, automatic bottle-closing machines. Direct purchase and agency. Albert Meissner Sohn (manufacturer, exporter), 444 Friedrich-Engels-Allee, Wuppertal-Barmen. WTD 8/25/61.

Greece

● Soapmaking machinery for processing liquid soap, 500 kg. cap. per hour, procurement and installation; estimated value $50,000; bid deadline 1:30 p.m. Aug. 3. Permanent Procurement Committee, Agricultural Bank of Greece Headquarters, 23 Venizelos St., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. ★

India

☆ 3-dimensional pantograph die-sinking machine; tool room hydraulic surface-grinding machine. Loan 157; U.S. source. IL#990423/DLF/61/HQ-CGI. Ref. 4 (87)/62-AID-II. Bid deadline Aug. 8. Alu Capsules, Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1. Attention: P. Pontoppidan. ★

☆ Universal tool, cutter grinder, similar to "Cincinnati" Monoset tool, cutter grinder. Loan 157; U.S. source. IL#AU/GL/MTC/15/DLF/361. Ref. 41(327)/61-AID-II. Dollar value, $7,500. Bid deadline July 27. Indian Tool Manufacturers, Ltd., 101 Sion Rd., Sion, Bombay 22. Cable address: ITOOLS, Bombay, Sion.

☆ Osborn jolt stripper molding machine No. 563-15, table size 55 x 63 in., pattern draw 11 in. jolt cylinder, diam. 16 in, jolt cap. 7,000 lb., plus spare parts. Loan 157; U.S. source. IL#AU/GL/MTC/64/DLF/361. Ref. 2(21)/62-AID-II. Bid deadline Aug. 10. Kumardhubi Engineering Works, Ltd., Kumardhubi P.O. District, Dhanbad, Bihar, agents for M/s. Bird & Co., Calcutta 1.

☆ Spur gears for sugar factory mill drives, suitable for transmitting 200 b. hp. from low-speed shaft of steam turbine reducing gear running at 100 r.p.m., 2 sets. Loan 157; U.S. source. IL#990356/DLF/157/61. Ref. 41(718)/61-AID-II. Bid deadline Aug. 10. Binny's Engineering Works, Ltd., Madras 27. ★

☆ Rotary surface grinder, accessories. Loan 157; U.S. source. IL#AU/GL/MTC/66/DLF/361. Ref. 2(22)/62-AID-II. Bid deadline Aug. 11. Indian Aluminum Co., Ltd., 31 Chowringhee Rd., Calcutta 16. ★

☆ Cellophane wrapping machine with tear tape device, electric motors, starters, spare parts, accessories. Loan 157; U.S. source. IL#990280/DLF/157/HQ/61. Ref. 4(49)/61-AID.II. Bid deadline Aug. 16. Golden Tobacco Co., Pvt., Ltd., Tobacco House, Vile Parle, Bombay 56. Cable address: IMPORTERS, Bombay.★

☆ Open back inclinable nongeared power press, cap. 100 tons, complete with standard equipment, including 10 hp. motor, V-belts, safety guard, double roll feed attachment, scrap cutter. Loan 157; U.S. source. IL#995467/DLF/60/HQ/Ch. Ref. 41(60)/61-AID.II. Bid deadline Aug. 8. Sankey Electrical Stampings, Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. Cable address: LOW-LOSS, Bombay.★

☆ Hydraulic press; cap. 2 tons; with 6-in. stroke, 12-in gap; with suitable electric motor, starter, tropical insulation; to operate on 440 v., 3 ph., 50 c., a.c. supply; 2. Loan 157; U.S. source. IL#AU/GL/MTC/22/DLF/361. Ref. 41 (518)/62-AID II. Bid deadline Aug. 10. Bajaj Auto, Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable address: AUTORIKSHA.

☆ Rayon cone winders, 60, 6 spindles each, equipped with 30-30 ft. straight base coning attachments. Loan 157; U.S. source. IL#991178/DLF/HQ/61. Ref. 41 (732)/61-AID.II. Bid deadline Aug. 9. M/s. Travancore Rayons, Ltd., Rayonpuram P.O. Kerala State.★

☆ TS-2B Bandrix spreader; Tyre bead forks, pneumatic locking tool, 2 pairs; electric operation Lodi N4A electric control unit, 7, 220 v., supplied with curing tube inflation hose, 4 ft. Loan 157; U.S. source. IL#990656/DLF/157/61. Ref. 41 (761)/61-AID.II. Bid deadline Aug. 9. Bombay Electric Supply & Transport Undertaking, Best House, Fort, Bombay 1.★

☆ Internal mixer with drive, motor; 2-roll mixing mills, each with drive and motor; automatic feeding hoppers; 4-bowl calendar, complete with individual driving units, motors, reduction gears, pumps and auxiliaries, complete electric drive with controls for 4-bowl calendar; fusing oven with tenter frame to hold fabric with drive and motor, cooling drum units each with drive and motor, embossing units, slitting units, windup units, drive for machines. Loan 157; U.S. source. IL #991286/DLF.157/HQ/61/CCI/CG.III. Ref. 41(641)/61-AID.II. Bid deadline Aug. 9. M/s Boor Industries, Ltd., 16 Apollo St., Bombay 1. ★

Iraq

● Animal feed grinding and mixing machinery, including horizontal batch feed mixer about 2,400 lb. cap. per batch; totally enclosed 15 hp. electric motor, 380 v., 50 c., 3 ph., 1,440 r.p.m.; 13-inch hammer-mill with no less than 20 swinging hammers; 40 hp. electric motor, 380 v., 50 c., 3 ph., 1,440 r.p.m.; 2 portable bulk scales with beams graduated in kg., cap. no less than 18 cu. ft. and 400 kg., on rubber-tired wheels; 10 x 10 in. grain roller mill with electric motor drive for 1,440 r.p.m. motor, rollers to have min. of 14 corrugations per in.; electric motor, 3 hp., 380 v., 50 c., 3 ph., 1,440 r.p.m.; bucket elevator leg with 360° swivel discharge, 25 ft. from floor level loading to discharge, equipped with electric motor and drive; seed and grain cleaner with 2 metric tons barley per hour cap., with extra screens or cylinders for cleaning alfalfa and berseem clover seed, electric motor and drive for 220 v., 50 c., 3 ph. current, with elevator leg, either bucket or auger, to elevate cleaned grain or seed to overhead bin 20 ft. above floor lever; portable platform scale, 250 kg. cap., beam graduated in kg., for weighing bagged feed; tender 14/Production 1962, bid deadline July 30. Dairy Administration, Baghdad. ★

Israel

☆ Hammerhill 20 x 20 in. feed machine; max. size of feed 40-60 metric tons per hour for reduction 11, without motor; complete with slide rails, Vee drive, capable of 1½ times full load torque at start. Loan 66; U.S. source. Bid deadline July 31. Government of Israel Supply Mission, 850 Third Ave., New York 22. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. or f.o.b. European port, delivery desired by Sept., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Pakistan

☆ Shipment of 67 B.G. diesel electric locomotives from Port of New York to Port of Karachi; 14 B.G. diesel electric locomotives from Port of New York to Port of Khulna/Calcutta; 20 M.G. diesel electric locomotives from Port of New York to Port of Chittagong. Pending loan; U.S. source. Tender P&D-62/S-2. Bid deadline Aug. 15. Government of Pakistan, Ministry of Railways & Communications (Railway Board), Rawalpindi. Tender documents, including instructions to tenderers, tender form, and schedules of requirements available free from Office of Embassy of Pakistan, 2325 Mass. Ave. NW., Washington 8, D.C.★

Philippines

☆ Printing machinery, equipment. Loan 59; worldwide. Credit amount, $66,650.65. Bid deadline Aug. 1. Philippine Textbook Publishers, San Beda Compound, Mendiola, Manila. Cf. Manila, where quotations are to be sent. Copy furnished Foreign Loans & Investments Office, Central Bank of Philippines. ★

Thailand

☆ Pipes, couplings, cutters, machining and tapering tool, puller, hoist, vise, wrench, hammer, saws. AID Codes 640, 660, 680, 700, 820, 880, 890, 700, 820, 822. Bid invitation PH-TTEC-552. PIO/C No. 493-P-59-AB-9-20115. Bid deadline Aug. 3. Thai Technical & Economic Cooperation for Ministry of Public Health, Department of Health, Bangkok. ★

Turkey

☆ Tile, bricks manufacturing machinery: Stone removing crusher, cap. 14-15 tons per hr.; automatic brick cutter, cap. 100 pcs./min. length of brick 23 cm.; platform elevators, 2, cap. 800 kg. each; radial ventilator, cap. 800 kg. each; radial ventilator, cap. 48-50.000 m.^{3}/hr.; hot air generator, cap. 300,000-1,000,000 calories/hr.; air mixers, 36, cap. 130 m.^{3}/min. each. Loan 11; worldwide. Credit amount, $31,400. Bid deadline Aug. 3. Ali Bilecanli, Karasi Cad. 4, Balikesir.

☆ New machinery to existing sheet metal working plant and to renew some old machines. Loan 11; worldwide. Credit amount, $87,500. Bid deadline Aug. 6. M. Samurkas ve Ticaret Muessesesi, Galata Persembe Pazari Caddesi, Ticaret Han, 6-7, Istanbul. ★

☆ To set up factory in Istanbul for manufacturing 54,000 cu. m. cellular lightweight building materials "Ytong" yearly: Quarry equipment; crushing installation; milling equipment; mixing equipment; drying, cutting equipment; steam-curing department; unloading station; molds; transportation equipment; various installations. Loan 11; worldwide. Credit amount, $400,000. Bid deadline Aug. 6. Turkiye Ytong Sanayii, A.S., Muntaz Fazli Taylan, Findikli Atlantik Han, Istanbul. ★

☆ Setting up of gypsum plant with cap. of 30 tons per day: Structural shapes, 27 pieces, total weight 1,277 kg.; lead-lined sheet-steel pipe, length 10 m., weight 245 kg. Loan 11; worldwide. Credit amount, $12,500. Bid deadline Aug. 6. Hasan Buldudak, Posta Ceddesi 53, Celal Gundogbu Han 12-13, Ankara. ★

Machinery required to increase storage cap. of cottonseed in bulk; increase yield of linters, cottonseed oil; improve loading for export of cottonseed expeller cakes in bulk. Loan 11; worldwide. Credit amount, $249,897. Bid deadline Aug. 6. B. A. Gomel ve Surekasi, P.K.8, Izmir. ★

United Kingdom

★★ Textile machinery. George Walker Son & Co., Ltd., Dundee, Scotland.

★★ Fast-running silk-screen equipment for greeting cards. Valentine & Sons, Ltd., West Kingsway Works, Dundee, Scotland.

★★ Cake, confectionary cutters, rollers. Direct purchase or agency. Southern Apparatus Co., Ltd., Totten, Southampton. ★

★★ Wire rope manufacturing machinery. Belfast Ropework Co., Ltd., 371 Newtownards Rd., Belfast 4.

★★ Pneumatic tools (agency). H. E. Compressor Services, Ltd., Great Holme St., Leicester. NCIA.

★★ Used injection molding tools, equipment. Invicta Plastics, Ltd., Harborough Rd., Leicester. NCIA.

★★ Machinery processes for hermetically sealed wrappers applied at low temperatures and high speed for candy bars. J. S. Fry & Sons, Ltd., Somerdale Bristol.

★★ Brickmaking machinery, waster treatment plants. Moxey, Ltd., Birmingham Rd., West Bromwich, Staffs.

★★ Printing machinery. Direct purchase or agency. Printing Machinery Service Engineers, Ltd., Orient House, Granby Row, Manchester 1. NCIA.

★★ Machinery for bleaching, dyeing, finishing textiles. Hunt & Moscrop, Ltd., Middleton Junction, Manchester. NCIA.

★★ Machinery for tanning industry (agency). Leeds Industrial Engineering Co., Ltd., Gorton St., Bradford 5, Yorkshire.

★★ Guillotines, Platen presses for paper industry (agency). William Crosland, Ltd., Bredbury, Nr. Stockport, Cheshire. NCIA.

★★ Packaging, processing machinery for shoes. Dunlop Footwear, Ltd., Rice Lane, Liverpool 9. NCIA.

356 General Industrial Machinery, Equipment

France

Equipment for treating gas. Direct purchase and agency. Société Nouvelle Pica (manufacturer), 60 rue de Saussure, Paris 17e.

Bearings, ball or roller. Direct purchase and agency. Les Applications du Roulement-A.D.R. (manufacturer, importer, exporter), 2 rue Breguet, Paris 11e. WTD 10/19/61.

United Kingdom

★★ Air-conditioning, dust equipment for industrial home use (agency). Dragonair, Ltd.. Farlington Portsmouth, Hampshire. NCIA. ★

★★ Screening equipment, Direct purchase or agency .Screening & Application Engineers, Ltd., Union Drive, Sutton Coldfield, Warwickshire. ★

★★ Packaging machinery. Adams Powel Equipment, Ltd., Team Valley Trading Estate, Gateshead.

357 Office, Computing, Accounting Machines

United Kingdom

★★ Teaching machine program systems, equipment for grammar, secondary schools. Robert Gibson & Sons, Ltd., 2 West Regent St., Glasgow.

★★ Data-processing, computers, electronic devices. Benson-Lehner, Ltd., West Quay Rd., Southhampton. ★

★★ Office equipment, supplies (agency). Fonadek (Branson), Ltd., Vivian Rd., Birmingham 17. ★

★★ Chemical, plastic pumps; paint mixers, dryers. L.A. Mitchell, Ltd., Harvester House, Peter St., Manchester. NCIA.

★★ Electric handtools. J. & H. Smith, Ltd., Corner House, Whitehall Rd., Leeds 12, Yorkshire.

★★ Powered handtools. Direct purchase or agency. J. Taylor (Cardiff), Ltd., 86 Albany Rd., Cardiff, Wales. NCIA.

★★ Office equipment. Direct purchase or agency. J. Taylor (Cardiff), Ltd., 86 Albany Rd., Cardiff, Wales. NCIA.

★★ Office supplies, equipment. Standard Office Supplies, 57 Farringdon Rd., London E.C.1.

★★ Office equipment including dictating machines. Fonadek (Branson), Ltd., Vivian Rd., Birmingham 17. NCIA.

★★ Machine to package all size nails in 1-lb. packages. Wallace Knowles & Co., Ltd., 24 Moorfields, Liverpool 2.

358 Service Industry Machinery

France

Equipment for treating water. Direct purchase and agency. Société Nouvelle Pica (manufacturer), 60 rue de Saussure, Paris 17e.

Air-conditioning equipment. Installateurs Reunis (installer), 26 rue des Couronnes, Paris 20e.

Italy

Air-conditioning systems for large buildings, industrial plants: Complete units and components such as compressors, fans; controlling, measuring instruments for electronic, telecommunication equipment; potentiometers. Edoardo Viglia (manufacturer's representative), 125 Via del Tritone, Rome. WTD 11/27/61.

United Kingdom

★★ Air-conditioning, refrigeration coils, bearings. Standard & Pochin Bros., Ltd., Evington Valley Rd., Leicester.

★★ Automatic air filters, heaters, blowers, fans. Briston Fan Co., Ltd., 12 Clare St., Bristol. ★

★★ Hot, cold retail beverage dispensing machines. Brecknell, Dolman & Rogers, Ltd., Pennywell Rd., Bristol. ★

★★ Air-conditioning equipment. Sun Ventilating Co., Ltd., 206 Springfield Rd., Glasgow.

★★ Fire-resistant glass vessels for commercial coffeemaking, automatic commercial coffeemaking machines, icewater machine, individual window air-conditioning units. Electroway Heaters, Ltd., Rosebery St., Loughborough, Leicestershire.

★★ Air-conditioning units; refrigeration coils, valves. J. W. Lawrence, Ltd., Abbey Lane, Leicester.

★★ Portable air-conditioners. McNeill Group (N.I.), Ltd., 109 Corporation St., Belfast 1.

★★ Air-conditioners; refrigeration, air-cooling coils. Serck Radiators, Ltd., Warwick Rd., Birmingham 11. NCIA.

★★ Air-conditioning equipment, supplies. Fans & Spares, Ltd., Constitution Hill, Birmingham 19.

★★ Air-conditioning equipment. Midland Fan Co., Ltd., 212 Aston Rd., Birmingham 6. NCIA.

★★ Air-conditioning equipment. A.I.R. (air conditioning, refrigeration), Ltd., 86 Dalhousie St., Glasgow, C.3.

361 Electric Transmission, Distribution Equipment

Greece

● 3-phase, 4-wire meters, 3,100 for 10 a. rated current, 400 for 50 a. rated current; estimated value $102,000; tender PAP/464, bid deadline Aug. 2. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Corai St., Athens. ★

Pakistan

Electric measuring instruments, test equipment. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

362 Electrical Industrial Apparatus

Germany

Miniature motors for rotating displays, battery or network types, 1-4 r.p.m.; if battery powered, guarantee of 500 working hours necessary; possible regular orders of 5,000-10,000 motors. Verpackungsmittel GmbH (importing distributor), Bellevue 25, Hamburg 39.

India

● Supply, erection of remote control equipment for controlling switching stations for 25 kv.-a.c. electrification on sections Andal-Burdwah, Saktigarh-Dankuni-Dum Dum, Dankuni-Belur on P.B. Chord, Burdwan-Howah on main line including Taraheswar Branch on Eastern Railway and coalfield area on South Eastern Railway; tender PS/AC/38, bid deadline Oct. 1. General Manager & Chief Engineer, Railway Electrification, 235 Acharyya Jagadish Bose Rd., Calcutta 20. Tender documents available from that authority for $21 (100 rupees) each, not refundable. Tender documents available for review at India Supply Mission (D/ENQ/490), 2536 Mass. Ave., NW., Washington 8, D.C.

● Insulator strings, accessories for 220 kv. overhead transmission lines for Sabarigi Hydro-Electric Project; tender T2(j)1/62, bid deadline 3 p.m. Sept. 18. Chief Engineer (Electricity), Kerala State Electricity Board, P.B. 65, Trivandrum-1, Kerala State. Tender documents available from India Supply Mission (D/ENQ/489), 2536 Mass. Ave., NW., Washington 8, D.C., for $4.55 per set, not refundable.

Italy

Electrical industrial motors up to 20 hp. Direct purchase and agency. Edoardo Viglia (manufacturer's representative), 125 Via del Tritone, Rome. WTD 11/27/61.

United Kingdom

★★ Electrical equipment; control systems for overhead cranes; remote control, anticollision devices. W.M. Shakesshaft, Ltd., 324 Deansgate, Manchester 3. NCIA.

★★ Flaw detector. Johan S. Young & Co., Ltd., Tudor Works, Giffnock. NCIA.

363 Household Appliances

Iraq

● Air coolers, ceiling fans, various types of illuminating lamps; bid deadline Sept. 24. Terms, specifications available from Directorate of Military Works, Baghdad, for $5.60 (2 dinars) per copy.

United Kingdom

★★ Domestic dishwashers. Direct purchase and agency. Unicorn Engineering Co., Ltd., Alfred St., Belfast 2.

★★ Domestic appliances. David Jackson, 11 Mauldith Rd., Withington, Manchester. NCIA.

★★ Electrical appliances. F. W. Fidler & Son, Ltd., Frigidaire House, Town Lane, Denton, Manchester. NCIA.

★★ Electrical appliances such as heavy-duty restaurant toasters. Jackson Boilers, Ltd., Elland Rd., Leeds, Yorkshire. NCIA.

364 Electric Lighting, Wiring Equipment

Italy

Electric transmission, distribution equipment: Switches, commutators, electrical fittings up to 500 w. for naval, land use; remote-control switches, relays, isolating fuse boxes, plugs, joints, junction boxes. Direct purchase and agency. Edoardo Viglia (manufacturer's representative), 125 Via del Tritone, Rome. WTD 11/27/61.

United Kingdom

★★ Diffusion panels. Howard E. Crossland, Flat 8, St. Helier House, Manor Close, Edgbaston, Birmingham 16. NCIA.

★★ Lighting, fixtures for medium-sized commercial, all domestic uses. Manufacturers Distributor Consultants, 718 Argyll St., Glasgow. NCIA.

★★ Electrical cable, accessories (agency). Hawke, Ltd., Denton, Ashworth St., Denton, Lancs. NCIA.

365 Radio, Television Sets

France

Hi-fi tuners, amplifiers, tape recorders, loud speakers. Direct purchase and agency. Serper Electronic (importing distributor), 102 rue La Boetie, Paris 8e.

United Kingdom

★★ Tape recorders, read/write heads. Tape Recorders Electronics, Ltd., 784-88 High Rd., Tottenham, London, N.17.

★★ Industrial intercommunication systems. Hadley Telephone & Sound Systems, Ltd., 72 Cape Hill, Smethwick, Birmingham 40. NCIA. ★

366 Communications Equipment

Greece

● Magneto telephone sets, 3,000; estimated value $30,000; tender 5933, bid deadline noon Aug. 10. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. ★

Pakistan

☆ H.V. switchgear, bus bars, structures, control room equipment, auxiliary services, medium voltage distribution (11 kv. voltage distribution); power cables, accessories, electric equipment. Loan 29; world-wide (limited). Bid deadline Aug. 31. Water & Power Development Authority, Power Dept., 1 Goulding Rd., Lahore. Quotations being requested through consultant firm, Societa Montecatini, Settore Energia, Largo G. Donegani ½, Milano 134, Italy. 2 copies of bid to buyer, 2 to consultant firm.

Thailand

☆ Distribution transformers. Invitation PDC-MEA-129. Bid deadline Aug. 9. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. ★

367 Electronic Components, Accessories

Italy

Components for electronic, telecommunication equipment, such as tubes, capacitors. Edoardo Viglia (manufacturer's representative), 125 Via del Tritone, Rome. WTD 11/27/61.

United Kingdom

★★ Power packs, transducers, related equipment, test equipment. Coutant Electronics, Ltd., 711 Fulham Rd., London, S.W.6. NCIA.

★★ Air conditioners. Direct purchase or agency. Vactric Control Equipment, Ltd., Garth Rd., Morden, Surrey.

★★ Laboratory equipment. H. Hunt & Son, Ltd., Woodend Ave., Liverpool 24.

★★ Electronic test equipment. Witton Electronics, Ltd, Bickford Rd., Witton, Birmingham 6.

★★ Photocells. Alfred Field & Co., Ltd., 57 Livery St., Birmingham 3.

★★ Equipment for microwave links in 8 mc. width, infrared camera tube for semidark vision, color TV camera for closed circuit TV, microscope attachment for TV camera. Barras Electronic Co., 18 Dorset St., Southampton. NCIA.

371 Motor Vehicles, Equipment

United Kingdom

★★ Motor vehicle parts for chassis; spring, frame brackets; handbrake assemblies. Atherton Bros., Ltd., Hanover St., Foundry, Preston, Lancashire. NCIA.

★★ Pistons, crankshafts, brake drums, castings. Efandef Engineering Co., Ltd., Earl Russel Rd., Aylestone, Leicester. NCIA.

372 Aircraft, Parts

United Kingdom

★★ Small-, medium-sized aircraft. Direct purchase or agency. Whitworth Gloster Aircraft, Ltd., Baginton, near Coventry. NCIA.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

India

● Fuel injection test bench with 8 measuring points for testing, servicing, adjusting, calibration of fuel injection pumps of diesel engines; tender 182/Beas/PR/4063/Global, bid deadline Aug. 27. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specification available free from India Supply Mission (D/ENQ/491), 2536 Mass. Ave., NW., Washington 8, D.C.

Pakistan

All types of precision measuring instruments. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

United Kingdom

★★ Control for making steel plates. Consett Iron Co., Ltd., Consett, Co., Durham. ★

★★ Electronic temperature detection systems. British Aircraft Corp., 100 Pall Mall, London, S.W.1. ★

★★ Equipment for mechanizing electronic production. Oxley Developments Co., Ltd., Priory Park, Ulverston, Lancashire.

★★ Small instrument motor for use with recording instruments. Industrial Pyrometer Co., Ltd., 65 Gooch St., Birmingham 5. NCIA.

★★ Detection device for actuating alarm system. George Angus & Co., Ltd., Westgate Rd., Newcastle upon Tyne 1. NCIA.

★★ Mass flow meter of momentum transfer type. Sangamo Weston, Ltd., Enfield Middlesex. ★

★★ Temperature controls for valves. Hattersley (Ormskirk), Ltd., Ormskirk, Lancashire. NCIA.

★★ Liquid density recorder, controller. Richardsons Westgarth (Hartlepool), Ltd., West Hartlepool, Co. Durham. NCIA.

★★ Liquid level control for use in 2 ft. diam. tank about 3 ft. deep. Washington Chemical Co., Ltd., Washington, Co. Durham. NCIA.

★★ Domestic furnace controls, related equipment. Robert MacLaren & Co., Ltd., Kilbirnie St. Glasgow, C.5. WTD 3/1962. ★

★★ Precision measuring equipment. Direct purchase or agency. H. Suss, 177-79 Wilmslow Rd., Rusholme, Manchester 14. NCIA.

384 Surgical, Medical, Dental Instruments, Supplies

Norway

Industrial safety devices such as for head, eye, ear, face, respiratory, foot, leg, arm, hand, other protection; safety belts, harnesses. Direct purchase and agency. Norske Stallprodukter (importing distributor), 41-50 Ths. Heftyesgate, Oslo. WTD 12/1/61.

386 Photographic Equipment, Supplies

United Kingdom

★★ Microfilm, industrial viewer printer; electrographic sensitized paper, supplies. Direct purchase or agency. Lomas & Baynes, Ltd., 18 Pool St., Manchester 4. NCIA.

391 Jewelry, Silverware, Plated Ware

Australia

Stainless-steel flatware. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

United Kingdom

★★ Solid and plate silverware (no hollowware). Marcon Merchant Marketing Co., 42-46 Hagley Rd., Birmingham 15. NCIA.

394 Toys; Amusement, Sporting, Athletic Goods

Australia

Dolls; scientific, educational sets; construction toys, games; career-building toys. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

United Kingdom

★★ Sports nets, amateur fish nets. Direct purchase and agency. W. & J. Knox, Ltd., Kilbirnie, Ayrshire, Scotland.

★★ Model ships, aircraft, components for models. Direct purchase and agency. Holt Whitney & Co., Ltd., Old Grange Rd., Durham Rd., Birmingham 11. NCIA.

Rhodesia, Nyasaland

Camping equipment. Gourock Ropes & Canvas (Rhodesia), Ltd. (importing distributor, manufacturer), P.O. Box 277, Salisbury, Southern Rhodesia. WTD 6/22/62.

395 Pens, Pencils, Other Office, Artists' Materials

Germany

Ball pens, refills, ball pen novelities. Rudolf Meutgens, Hersteller feiner Schreibgeraete (manufacturer), 1227 Postfach or 25 Guerzenichstr., Koeln 1. WTD 6/20/62.

399 Miscellaneous Manufacturing Industry Products

British Guiana

Linoleum rolls about 21, 29, 35, 72 in. wide. Direct purchase and agency. N.K. Damil & Co. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 457 or 17, 18 High & America Sts., Georgetown. WTD 6/22/62.

France

Dressed furs; requests replies in French. Direct purchase and agency. Pelleteries en Gros (importer, exporter, wholesaler), 24 rue du Faubourg Poissonniere, Paris 10e.

Germany

All kinds of advertising, other giftware except glass, chinaware. Helmut Schallitz KG (importing distributor), Neuer Wall 43, Hamburg 36.

Netherlands

Christmas decorations. Firma H.A.J. Kaemingk (importing distributor), P.O. Box 7, Aalten.

505 Farm Products, Raw Materials

France

Raw furs; requests replies in French. Pelleterie du Passage Violet (importer, exporter, dealer), 3 rue Gabriel Laumain, Paris 10e.

Raw furs; requests replies in French. Direct purchase and agency. Pelleteries en Gros (importer, exporter, wholesaler), 24 rue du Faubourg Poissonniere, Paris 10e.

Nutria pelts; requests replies in French. Société Aster (importer, exporter, dealer, wholesaler), 35 Faubourg Poissonniere, Paris.

Raw furs, particularly American nutria, astrakhan, beaver, mink, Persian lamb; requests replies in French. Direct purchase and agency. La Pelleterie Franco-Mexicaine-Marc Margulies (importer, exporter, dealer), 36 rue d'Hauteville, Paris 10e.

509 Miscellaneous Wholesale Products

France

Scrap copper. Ets. Michel Racine (metalworker), 228 bis rue du Landy, Saint-Denis (Seine).

Italy

Iron scrap. Acciaierie e Ferriera Catania SpA (manufacturer, importer), 5 Largo Paisiello, Catania, Sicily. WTD 6/21/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

179 Miscellaneous Special Trade Contractors

United Kingdom

★★ Installation of insulation, fire equipment for U.S. companies in U.K. Millar Insulation & Engineering, Ltd., Northinch St. Glasgow, W.4, Scotland.

200 Food

France

Packaged foods, preferably name brands. Produits Jex (manufacturer), 23 blvd. Poissonniere, Paris. WTD 7/1/60.

Philippines

Canned foods: Fish, meat, fruit, vegetables. Theo. H. Davies & Co., Far East, Ltd. (importing distributor, exporter). Bonifacio Drive, Manila. WTD 3/8/62.

201 Meat Products

Germany

Canned meat; price quotations to include German import duties, sales equalization taxes, c.i.f. German port or Cologne. Harald Schnell (manufacturer's agent), 112 Oberlaender Ufer or 30 Postfach, Koeln-Bayenthal. WTD 8/7/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Natural California prunes; honey; frozen salmon; canned salmon, crabmeat, shrimp. Sofranet—Société Francaise de Negoce & de Transaction (importer, exporter, commission merchant, agent), 12 rue de Viarmes (Bourse de Commerce), Paris, 1er. WTD 6/5/62.

Canned salmon, lobster; canned fruits in syrup; dried fruits; requests replies from packers only, in French; price quotations c.i.f. Bordeaux or Marseille. Agency with financial responsibility if requested. Lucien Ferret (sales agent, distributor), 10 rue Saint-Antoine du T., Toulouse, Haute-Garonne. WTD 11/2/61.

United Kingdom

★★ Dried, frozen food packs. W. H. Mavor & Co., Ltd., 226 St. Vincent St., Glasgow, C.2, Scotland.

205 Bakery Products

Germany

Biscuits, crackers; price quotations to include German import duties, sales equalization taxes, c.i.f. German port or Cologne. Harald Schnell (manufacturer's agent), 112 Oberlaender Ufer or 30 Postfach, Koeln-Bayenthal. WTD 8/7/61.

207 Confectionery, Related Products

Germany

Cocoa, chocolate; price quotations to include German import duties, sales equalization taxes, c.i.f. German port or Cologne, Harald Schnell (manufacturer's agent), 112 Oberlaender Ufer or 30 Postfach, Koeln-Bayenthal. WTD 8/7/61.

220 Textile Mill Products

Germany

Cotton and/or synthetic fabrics for manufacture of ladies' blouses, lingerie, men's shirts; requests replies from U.S. weaving mills. Textilebuero Anton Sinkel (manufacturer's agent), 5/7 Herforderstr., Bielefeld. WTD 3/30/61.

Rhodesia, Nyasaland

Drills, shirt poplins; dress fabrics, seconds finished as firsts; off-season first-grade fabrics; regular printed cotton fabrics. Dodson Sales Co. (manufacturer's representative), P.O. Box 2678, Salisbury, Southern Rhodesia. WTD 6/22/62.

225 Knitwear

Germany

Ladies' knitwear; requests replies in German. Walter Keussen KG (wholesaler, importing distributor), 78 Roonstr., Krefeld. WTD 6/18/62.

228 Yarn, Thread Mill Products

Germany

All kinds of yarns, particularly fancy yarns of noncellulose fibers or blendings; requests replies from U.S. spinning mills. Gustav A. Kalbfleisch (manufacturer's agent), 9/11 Ferd. Thunstr., Wuppertal-Barmen. WTD 12/20/61.

230 Apparel

Germany

High quality sports clothing such as swim suits, sun suits, athletic suits. Dr Kurt Stallmann (importing distributor, agent), 41 Bahnstr., Dinslaken/Ndrh. WTD 6/19/62.

All types of apparel except coats, suits, dresses; requests price quotations c.i.f. Stuttgart; commission 5-7% depending upon commodity. Rudolf Lode (manufacturer's agent), 89 Hauptmannsreute, Stuttgart. WTD 5/10/62.

233 Women's, Misses', Juniors' Outerwear

Germany

Ladies' blouses, middle- to high-priced merchandise; requests replies in German. Walter Keussen KG (wholesaler, importing distributor), 78 Roonstr., Krefeld. WTD 6/18/62.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies' brassieres; requests replies in German. Walter Keussen KG (wholesaler, importing distributor), 78 Roonstr., Krefeld. WTD 6/18/62.

237 Fur Goods

France

Fur garments; requests replies in French. Pelleteries Henry Goldflam (dealer), 35 Faubourg Poissonniere, Paris 9e.

239 Miscellaneous Fabricated Textile Products

United Kingdom

★★ Sacking. Andrew Mitchell & Stewart, Ltd., Dundee, Scotland.

251 Household Furniture

United Kingdom

★★ Hospital ward furniture. Slumberland, Ltd., Redfern Rd., Tyseley, Birmingham 11.

262 Paper Mill Products

Australia

Newly developed American products

such as communications stationery, ticker and computer tapes, data-processing tapes, continuous forms, teletype tape, cardiograph rolls. Percy Boyden (N.S.W.) Pty., Ltd. (paper converter), 15 Exceller Ave., Bankstown, N.S.W. WTD 6/28/62.

264 Converted Paper, Paperboard Products

United Kingdom

★★ Paper-lined bags, sacking. Andrew Mitchell & Stewart, Ltd., Dundee, Scotland.

265 Paperboard Containers, Boxes

United Kingdom

★★ Disposable food plates. R. T. Cunliffe, Ltd., 5 Holts Lane, Tutbury, Nr. Burton-on-Trent.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Pakistan

Plastic molding powder, celluloid sheets. S. Rajab Ali Shabbir Ali (importing distributor, manufacturer's agent), A/2-1356 Miani Rd., Hyderabad. WTD 6/13/62.

Polystyrene powder, thermoplastic molding compounds. Muhammed Ahmed & Bros. (importing distributor, manufacturer's agent), 58 Lakshmi Bldg., Bunder Rd., Karachi. WTD 6/13/62.

United Kingdom

★★ Film, pouches. W. H. Mavor & Co., Ltd., 226 St. Vincent St., Glasgow, C.2, Scotland.

283 Drugs

Germany

First-class pharmaceutical preparations; requests replies in German. Ernst Bester, Handelsvertreter CDH der pharm, Industrie, ABC-Apotheken-Bedarfs-Contor GmbH (commission merchant, manufacturer's agent), 28 Windscheidstr., Duesseldorf 1. WTD 8/10/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

France

All kinds of cleaning products. Produits Jex (manufacturer), 23 blvd. Poissonniere, Paris. WTD 7/1/60.

285 Paints, Varnishes, Lacquers, Enamels

Trucial States

Paints, especially plastic wall paints. Abdulla Abdulrahman Bin Faris (importer, wholesaler), P.O. Box 462, Dubai. WTD 6/9/62.

289 Miscellaneous Chemical Products

United Kingdom

★★ Latex compounds, adhesives, George R. Alvey, 19 Walker St., Edinburgh 3, Scotland. NCIA.

307 Miscellaneous Plastics Products

France

Soft containers for liquids. Ets. Bessonneau (manufacturer), 21 rue Louis Cain, Angers (Maine & Loire).

Germany

Plastic household, kitchen utensils; requests replies from U.S. producers with samples, prices, payment conditions. Leo Ostfeld (manufacturer's agent), 144 Kirchstr. Duesseldorf. WTD 5/26/61.

United Kingdom

★★ Plastic cones. George R. Alvey, 19 Walker St., Edinburgh 3, Scotland. NCIA.

311 Leather Tanning, Finishing

France

Leather for garments, such as calf, sheep, goat. Ets. Corbin & Cie (agent), 18 Chaussee d'Antin, Paris 9e.

Philippines

Upper leather. Theo. H. Davies & Co., Far East, Ltd. (importing distributor, exporter), Bonifacio Drive, Manila. WTD 3/8/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Expanded perlite, requests replies in French. Compagnie Franco-Italienne de Produits Chimiques-COFRATAL (dealer), 3 rue Vignon, Paris 8e. WTD 4/10/62.

Norway

Acoustical panels of mineral composition for building. A/S Kivron (manufacturer, importing distributor), 14 Kr. Augustsgate, Oslo. WTD 6/13/62.

331 Steel Mill Products

France

Coated steel cables, nylon coated or other. Ets. Bessonneau (manufacturer), 21 rue Louis Cain, Angers (Maine & Loire).

Pakistan

Iron, steel: Pig iron, m.s. sheets, m.s. billets, galvanized, plain and corrugated sheets, tin plate. Eastern Supply Co. (importing distributor, commission merchant), 25 Brandreth Rd. or G.P.O. Box 245, Lahore. WTD 6/25/62.

Pig iron, m.s. sheets, plate, bars; chanels, angles. Yu-Slim & Co. (manufacturer's agent, commission merchant, importer-distributor), Plaza Bldgs., Queen's Rd., Lahore. WTD 7/21/61.

M.s. sheets, galvanized plain sheets, m.s. black sheets, m.s. billets; galvanized iron pipes over 3 in. diam.; m.s. black pipes over 3 in. diam. C.I.C. Enterprises, Ltd. (manufacturer's agent, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/8/61.

M.s. billets, 2-4 in. squares in standard lengths of 18 ft. and up; specifications: S & E 1010, 1020, 1025. Haroon Sons Trading Corp., Agency Div. (importing distributor, manufacturer's agent, commission merchant), Haroon Chamber, South Napier Rd., Karachi. WTD 4/17/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

France

Babbitt metal, soft solders, fusible alloys. Ets. Bertrandias (metalworker), 48-58 rue Alfred Dequeant, Nanterre (Seine).

United Kingdom

★★ Pipework for petroleum industry. J. & T. Lawrie, Clydebank.

Viet-Nam

Aluminum sheets, circles; annual importation approx. 5,000 metric tons. VINAGECO (Viet-Nam General Commercial Representation) (importer, distributor, wholesaler), 50-52 Nhieu Tam, Saigon. WTD 5/15/62.

336 Nonferrous Foundry Products

Germany

Cast-aluminum household, kitchen utensils; requests replies from U.S. producers with samples, prices, payment conditions. Leo Ostfeld (manufacturer's agent), 144 Kirchstr. Duesseldorf. WTD 5/26/61.

342 Cutlery, Handtools, General Hardware

Germany

Nonelectric can openers, cutlery items, household and kitchen handtools; requests replies from U.S. producers with samples, prices, payment conditions. Leo Ostfeld (manufacturer's agent), 144 Kirchstr., Duesseldorf. WTD 5/26/61.

Philippines

Builders' hardware. Standard Motor Supply Corp. (importing distributor, manufacturer's agent, manufacturer), 2255 Pasong Tamo, Makati, Rizal.

343 Heating Apparatus, Plumbing Fixtures

Philippines

Plumbing supplies, fixtures. Standard Motor Supply Corp. (importing distributor, manufacturer's agent, manufacturer), 2255 Pasong Tamo, Makati, Rizal.

344 Fabricated Structural Metal Products

France

Heating boilers. Société Metallurgique d'Auchel (manufacturer), Cauchy, Pas-de-Calais, Nord.

Industrial boiler works. Societe de Constructions en Metaux & Alliages Soudes—S.O.C.O.M.A.S. (manufacturer), 104-8 rue des Usines, Hautmont (Nord). WTD 9/27/61.

346 Metal Stamping

Germany

Household, kitchen utensils of stamped metal, stamped and spun aluminum, stainless steel; requests replies from U.S. producers with samples, prices, payment conditions. Leo Ostfeld (manufacturer's agent), 144 Kirchstr., Duesseldorf. WTD 5/26/61.

349 Miscellaneous Fabricated Metal Products

Norway

Aluminum acoustical panels for building. A/S Kivron (manufacturer, importing distributor), 14 Kr. Augustsgate, Oslo. WTD 6/13/62.

351 Engines, Turbines

South Africa

Hydraulic equipment. C.F. Niehaus (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 10928, Johannesburg. WTD 6/19/62.

352 Farm Machinery, Equipment

British Guiana

Coconut husk automatic defibering machinery; coconut oil machine; about 7 hp. diesel engine; all parts nonelectric; capable of producing 150-300 lb. hourly; with hopper or carrier about 7-9 ft. long; must produce fiber without requiring coconut husk to be soaked 2 or 3 days in advance. N.K. Damil & Co. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 457 or 17, 18 High & America Sts., Georgetown. WTD 6/22/62.

United Kingdom

★★ Grain-cleaning, threshing machines, centrifugal spin dryers, separators. R. G. Garvie & Sons, 2 Canal Rd., Aberdeen, Scotland. NCIA

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Mining equipment. Société de Constructions en Metaux & Alliages Soudes—S.O.C.O.M.A.S. (manufacturer), 104-8 rue des Usines, Hautmont (Nord). WTD 9/27/61.

Handling Equipment. Ampyl (manufacturer), 92 ave. de Rouen, Saint-Marcel (Eure).

United Kingdom

★★ Package-handling equipment. New Conveyor Co., Ltd., Brook St., Smethwick, Birmingham 40. NCIA.★

354 Metalworking Machinery Equipment

France

Equipment for boiler, sheet-iron works. Société Meallurgique d'Auchel (manufacturer), Cauchy, Pas-de-Calais, Nord.

Germany

New, secondhand machine tools of all varieties; requests replies from U.S. manufacturers with price quotations c.i.f. Erich/Bremen. Bogdan (manufacturer's agent), 4 Boernsstr., Duesseldorf. WTD 6/18/62.

Philippines

Machine tools, metal presses. Standard Motor Supply Corp. (importing distributor, manufacturer's agent, manufacturer), 2255 Pasong Tamo, Makati, Rizal.

United Kingdom

★★ Metal-forming machines, metal product fabrication. David G. Miller, 13 Woodfield Rd., Ayrshire.

355 Special Industry Machinery

Philippines

Woodworking machinery. Standard Motor Supply Corp. (importing distributor, manufacturer's agent, manufacturer), 2255 Pasong Tamo, Makati, Rizal.

South Africa

Rubber, plastic machinery. C.F. Niehaus (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 10928, Johannesburg WTD 6/19/62.

United Kingdom

★★ Graphic arts equipment. Cefmor Brehmer, Ltd., Cefmor-Brehmer Works, West Rd., Tottenham, London, N.17. NCIA.

★★ Jute-working, ropemaking machinery. Fairbairn Lawson Combe Barbor, Ltd., Wellington Engineering Works, Leeds 1. NCIA.

356 General Industrial Machinery, Equipment

France

Equipment for dust, fog elimination; requests in replies in French. Compagnie Franco-Italienne de Produits Chimiques-COFRATAL (dealer), 3 rue Vignon, Paris 8. WTD 4/10/62.

Pumps, compressors for liquid methane to equip boats. Material Auxiliaire Marine (commission merchant), 14 rue Anna Jacuin, Boulogne s/Seine. WTD 6/6/62.

South Africa

Specialized hydraulic equipment such as pumps, valves, cylinders. Technical Supplies Co. (Pty.), Ltd. (importer, wholesaler, manufacturer, agent), 58-60 Rosettenville Rd., Newcentre, or P.O. Box 1416 Johannesburg. WTD 6/6/62.

United Kingdom

★★ Gas-fired sanitary waste disposal units. Racasan Ltd., Cromwell Rd., Ellesmere Port, Cheshire. NCIA.

★★ Box-forming, folding-box machinery. Nicholson & Bass, Ltd., 34 Alfred St., Belfast 2.

★★ Compressor, related precision instruments. Williams & James (Engineers), Ltd., Chequers Bridge, Gloucester.★

358 Service Industry Machines

Germany

Carbonic acid beverage dispensers (metal, lined with glass) for soda fountain, ice cream parlor uses; dispensing accessories, equipment for carbonic acid beverage containers; requests replies in German. Kramer & Lange KG (wholesaler), 21 Plauener Str. or Postfach 256, Dortmund. WTD 5/28/62.

361 Electric Transmission, Distribution Equipment

Switzerland

Electronic testing instruments. Agency for Switzerland and/or Europe. Bentronic S.A. (manufacturer, importer, distributor), 6 Ave. des Cerisiers, Crissier, Vaud.

United Kingdom

★★ Automatic voltage regulators, positioning control, inverters, regulated power supplies, industrial control gear, motor speed control. Parmeko, Ltd., Percy Rd., Aylestone Park, Leicester. ★

362 Electrical Industrial Apparatus

France

Electrical industrial apparatus for petroleum, chemical industries. Société Electro Mecanique Moderne (importer, exporter, commission merchant), 1 rue de la Reale, Paris 1er. WTD 6/8/62.

United Kingdom

★★ Flow meters, density controls, chromatographs, related equipment. A. R. Bolton, Ltd., Bankhead Drive, Sighthill, Edinburgh 11, Scotland.

364 Electric Lighting, Wiring Equipment

Philippines

Electrical fixtures, supplies. Standard Motor Supply Corp. (importing distributor, manufacturer's agent, manufacturer), 2255 Pasong Tamo, Makati, Rizal.

366 Communications Equipment

France

HF, VHF, UHF radio, television transmitting devices. Laboratoire General des Telecommunications (manufacturer), 4 rue de Carches, Saint-Cloud (Seine & Oise). WTD 5/22/62.

367 Electronic Components, Accessories

United Kingdom

★★ Transistorized ultra high fidelity audio amplifier systems. Euradio Electronic Laboratories, 12, Mont Pelier Terrace, Edinburgh. NCIA.

371 Motor Vehicles, Equipment

United Kingdom

★★ Body trim products. Slumberland, Ltd., Redfern Rd., Tyseley, Birmingham 11.★

★★ Self-contained hydraulic assemblies. North Bridge Engineering Co., Ltd., Abbey Lane, Leicester.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

France

Nuclear physics measuring and control apparatus, particularly those using radio-elements. Saphymo (importer, exporter, commission merchant), 9 place des Etats-Unis, Paris 16e. WTD 6/5/62.

Netherlands

Steam, temperature regulators for paper manufacturing. C.S.Th. Paap-Agentuur & Commissie (manufacturer's agent), 4 Schralenhouw, Ede. WTD 6/4/62.

384 Surgical, Medical, Dental Instruments, Supplies

France

Breathing apparatus. Raymond Pesty (manufacturer), 7/13 rue des Cascades, Paris 20e. WTD 5/9/62.

394 Toys; Amusements, Sporting, Athletic Goods

Australia

Hobby Lines. Swift & Co., Ltd. (importer, wholesaler), 155 Milton St., Ashfield, N.S.W. WTD 1/8/62.

Mozambique

Sports, athletic goods; toys. Casa Lido (also known as Anglo-mocambique Commercial Cardoso & Terna, Ltd.) (importing distributor, manufacturer's agent, dealer), Rua Lape 17-A or P.O. Box 968, Lourenço Marques. WTD 6/19/62.

United Kingdom

★★ Fishing equipment; hunting, fishing clothes. Millard Bros., Ltd., Carfin, Motherwell, Lanarkshire.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Australia

Costume jewelry. Swift & Co., Ltd. (importer, wholesaler), 155 Milton St., Ashfield, N.S.W. WTD 1/8/62.

399 Miscellaneous Manufacturing Industry Products

France

Dressed furs, all kinds; requests replies in French. Pelleteries Henry Goldflam (dealer), 35 Faubourg Poissonniere, Paris 9e.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

United Kingdom

★★ Split yellow peas, lentils, broth mixtures, breakfast cereals. Grant's Craigmills, Dundee, Scotland.

205 Bakery Products

United Kingdom

★★ Sweet biscuits; cream filled, chocolate filled cookies. Brooks Biscuit Co., Ltd., Sharston Rd., Manchester 22. NCIA.

207 Confectionery, Related Products

United Kingdom

★★ Essence, flavors, color products. Edinburgh Essence Co., Ltd., Silvermills, Edinburgh.

208 Beverage Industry Products

United Kingdom

★★ Scotch whiskey. Gordon Rayment & Co., Ltd., 14 Berkeley St., London, W. 1. NCIA.

★★ Light Scotch whiskey. D. H. Allan, Ltd., 97 Fountainbridge, Edinburgh 3.

221 Broad Woven Fabric Mill Products

United Kingdom

★★ White on white jacquard for men's shirts. Emerson Rd., Preston, Lancs. NCIA.

224 Narrow Fabrics, Other Smallwares Mill Products

United Kingdom

★★ Raw silks, spun silk yarn, silk noil yarns, silk wastes, silk noils, nylon crepe. Cheslene & Crepes, Ltd., Thorwater, Sutton Mills, Macclesfield. NCIA.

227 Floor Covering Mill Products

United Kingdom

★★ Wool scatter rugs, carpets. Messrs. John Crawford & Co., Skeoch Mill, Bannockburn, Stirlingshire.

229 Miscellaneous Textile Goods

United Kingdom

★★ Rope, twine, wire, wire rope, matting. British Ropes, Ltd., P.O. Box 23, Sunderland. NCIA.

★★ Jute sacks, bags. G. C. Taylor & Co., Dundee. NCIA.

★★ Typewriter ribbon cloth. Logan, Macklet & Co., Ltd., 14 Peters Sq., Manchester. NCIA.

232 Men's, Youths', Boys' Furnishings, Work Clothing, Related Garments

United Kingdom

★★ Double jersey netting, garments. H. R. Howard & Sons, Ltd., Hanover Mills, Fitzroy St., Ashton-Under-Lyne.

★★ Children's outerwear. Brookside Clothing Co., Ltd., Floats Rd., Roundthern, Wythenshawe, Manchester 13. NCIA.

233 Women's, Misses', Juniors' Outerwear

United Kingdom

★★ Children's outerwear. Brookside Clothing Co., Ltd., Floats Rd., Roundthern, Wythenshawe, Manchester 23. NCIA.

238 Miscellaneous Apparel, Accessories

United Kingdom

★★ Leather, fabric gloves of high quality. Stylish Glove Co., St. George's Square, Worcester.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

United Kingdom

★★ Housing, portable garages, tool houses. Foster Holding (Rainford), Ltd., Rainford, St. Helens, Lancashire. NCIA.

251 Household Furniture

United Kingdom

★★ Wrought iron furniture, fixtures. Robinson Bros. (Warwick), Ltd., 18/20 Saltisford, Warwick. NCIA. ★

★★ Trays, cocktail carts. Woodmet, Ltd., Globe Lane, Dukinfield, Cheshire. NCIA.

★★ Aluminum furniture. Toucan Engineering, Ltd., 232 Creynolds Lane, Monkspath, Solihull. NCIA.

259 Miscellaneous Furniture, Fixtures

Netherlands

Collapsible wooden, steel furniture for home, school, office, restaurants. Van der Heijden's Meubelfabriek (manufacturer, exporter), Noord 6, Industrtrieweg, Amerongen. WTD 5/28/62.

264 Converted Paper, Paperboard Products

United Kingdom

★★ Packaging materials. G. C. Taylor & Co., Dundee.

266 Building Paper, Building Board Mill Products

United Kingdom

★★ Wallboard for interior, exterior use with appearance of stone or masonry. Plastic Krafts, 7 Thorntree St., Edinburgh 6.

272 Periodicals

United Kingdom

★★ *U.K. Business Register* for sale. Kompass Register, Ltd., R.A.C. House, Lansdowne Rd., Croydon, Surrey. ★

274 Miscellaneous Publishing Products

United Kingdom

★★ Copies of original prints of 55 subjects wearing Scottish tartans. Simpson-Bell Co., Ltd., 91 Hander St., Edinburgh.

283 Chemicals

France

Chemical products, byproducts, including agricultural chemicals for plastic, detergent, other industries. Direct or through agents. Office National Industrie de L'Azote (O.N.I.A.) (producer, wholesaler, exporter), 143 rue d'Espagne. Toulouse, Haute-Garonne. WTD 6/28/62. Descriptive literature. ★

284 Toilet Preparations

U.A.R. (Egypt)

Cosmetics, shampoos, dyes, creams, tonics, hair lotions. Direct or through agents. Andre B. Savas, Alexandria Commercial & Chemical Co., 17 Rue Ahmed Orabi, Alexandria, U.A.R. WTD 7/2/62.

289 Miscellaneous Chemical Products

United Kingdom

★★ Molybdenum disulfide lubricants. John Fairbank Barnes, Ltd., Oil Mills, Stanningley, Pudsey, Yorkshire. NCIA.

291 Petroleum Refining

Saudi Arabia

Crude oil. I. H. Batterjee & Sons (general merchant, exporter, importer), P.O. Box 2, Jeddah. WTD 5/5/62.

306 Fabricated Rubber Products Not Elsewhere Classified

United Kingdom

★★ Waterproof clothing of all fibers, outerwear only. Kay Bros. (H.J.M.), Ltd., 229/33 Waterlee Rd., Cheetham, Manchester 8. NCIA.

307 Miscellaneous Plastic Products

United Kingdom

★★ Plastic distance pieces (diams) for positioning concrete reinforcing rods. Constructional Products, Ltd., Wren Mill, James St., Chadderton, near Oldham, Lancashire. NCIA.

331 Blast Furnaces, Steel Works, Rolling, Finishing Mill Products

United Kingdom

★★ Sheet metal; iron, brass foundry castings. Ritchie Hart & Co., Ltd., 16 Mountpottinger Rd., Belfast 5. ★

342 Cutlery, Handtools, General Hardware

Germany

All tools, ironware, special pliers, files, saws, drills. Direct or through agents. Karl Schnabel (manufacturer), 4 Christianstrasse, 563 Remscheid. WTD 3/22/62.

United Kingdom

★★ Cutlery. Joseph Rodgers & Sons, Ltd. (one of oldest well-known firms in industry), 6 Works, P.O. 95, Sheffield. NCIA.

★★ Hardware for use on luggage. C. W.

Cheney & Sons, Ltd., Factory Rd., Hockley, Birmingham 19. NCIA.

★★ Domestic garden-spraying equipment. Warne, Wright, & Towland, Ltd., Keely St., Birmingham 9. NCIA.

343 Heating Apparatus, Except Electric, Plumbing Fixtures

United Kingdom

★★ Patented heat exchanger for air, gases up to 1000°. Incandescent Heat, Ltd., Cornwall Rd., Birmingham 40. NCIA.

346 Metal Stampings

United Kingdom

★★ Metal patterns for use in automobile, domestic appliance industries. Mark Berks, Ltd., 11 Anne Rd., Handsworth, Birmingham 21. NCIA.

★★ Brass, copper fittings, stampings. Delta Metal Co., Ltd., Dartmouth St., Birmingham 7. NCIA.

349 Miscellaneous Fabricated Metal Products

United Kingdom

★★ Self-regulating thermostatic hot, cold mixing valves for bath water. Maynell & Sons, Montrose St., Wolverhampton, Staffs. NCIA.

351 Engines, Turbines

United Kingdom

★★ Marine diesel engines. Ashley & Dumville, Ltd., 5 Regent Rd., Salford 5, Lancashire. NCIA. ★

★★ Marine engines for boats requiring powerplants up to 35 hp. Newage, Ltd., Crossley St., Gorton, Manchester 18. NCIA.

★★ Heavy turbines. Harland & Wolff, Ltd., Scotstoun, Glasgow W.4.

352 Farm Machinery, Equipment

United Kingdom

★★ Automatic poultry, cattle watering equipment. Spencer, Bayley, Ltd., Lymington, Hampshire. NCIA. ★

353 Construction, Mining, Materials Handling Machinery, Equipment

United Kingdom

★★ Fork winches. New Wortley Crane & Hoist Co., Ltd., 36 Wortley Lane, Leeds 11, Yorkshire. NCIA.

★★ Cranes, conveyors of all sizes. Herbert Morris, Ltd., Loughborough, Leicestershire.

★★ Materials handling equipment, conveyor with stacker. Weldall & Assembly, Ltd., Old Wharf Rd., Stourbridge. Worcestershire. ★

★★ Prefabricated roller conveyor, able to retract and lock a load; used in motor vehicles, aircraft, warehouses, ships. Whitworth Closter Aircraft Co., Ltd., Baginton-Coventry. NCIA. ★

★★ Mining equipment for handling materials underground, hoists, conveyors. Austin Hopkins & Co., Ltd., Delta Works, Audenshaw, Nr. Manchester. NCIA.

★★ Pneumatic products for industrial uses, garages. Pneumatic Components, Ltd., Eyre St., Sheffield 1. NCIA.

★★ Battery-operated electric vehicles. Harborough Construction Co., Harbilt Works, Market Harborough, Leicester. ★

★★ Electric-powered lifter, stacker. Lenson Engineering Co., Churchill Rd. Ext., Thurmaston, Leicester. NCIA. ★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses.

Australia

Walter J. E. Kerrison, representing Cook & Kerrison, 33 Queen St., Brisbane, interested in **architecture** and all matters concerning **building industry.** Sept. 28 via Boston for 4 weeks; c/o American Express Co., 65 Walkway, New York. Itenerary: Boston; Hartford; Chambersburg, Ill.; New York; Washington; Phoenix; Los Angeles; San Francisco.

Congo (Leopoldville)

Virano Donato, representing Ets. "Mont Blanc" B.P. 1893, Léopoldville I, interested in eventual purchase of **dairy machinery.** Sept. Via New York for 3 weeks; U.S. Department of Commerce Field Office, Empire State Bldg., New York 1. Itinerary: New York.

Ethiopia

Mehari Endale, representing Saint Gabriel Pharmacy, P.O. Box 721 Addis Ababa, interested in financial and technical assistance in establishing own plant to manufacture simple **pharmaceutical compounds** and **patent medicines,** establishment of U.S. manufacturers' agencies for supply, and any other import or export opportunities. About Aug. 1, via Los Angeles for approx. 30 days; c/o California Vitamin Co., 2908 Beverly Blvd., Los Angeles 57; c/o Business Services for Africa, Inc., 114 E. 24 St., New York 10. Itinerary: Los Angeles, New York, possibly other cities.

France

Jean Marie Kauffmann, representing Ets. Charles Kauffmann, 132 rue Nationale, Basse-Yutz (Moselle), interested in exchange of information and distribution of **steel products.** Oct. 15 via New York for 3 months; c/o Gaston Ponsart, 1001 Connecticut Ave., Washington 6, D.C. Itinerary: New York, Washington, Pittsburgh, Los Angeles, possibly other cities.

Hong Kong

France del Piano, representing Scandinavian Engineers, Ltd., 207 Mirader Mansion, Kowloon, Hong Kong (residence: 17 Lok Shan Rd., Kowloon), interested in visiting chemical companies producing **urethane/isocyavate foam,** and yacht builders and shipbuilders wishing to buy **deck machinery.** Early Sept. for 2 months; c/o W. B. Roberts, 60 Ladoza, Tampa 6. Itinerary: Detroit, New York, Pittsburgh, Galveston, Houston, San Francisco, Los Angeles.

India

Venkatachalam, representing Subramany & Co., P.O. Box 16, Tuticorin 1, Tirunelveli Dist., Madras State, interested in contacting U.S. importers of **palmyra fiber** and **stalks.** Sept. 10 for 1 month; 215 Water St., New York 38. Itinerary: New York, Chicago, Philadelphia, Los Angeles, San Francisco.

Japan

Akira Sueno, President, Showa Trading Co., Ltd., 42 2-chome Edobori-Kamidori, Nishi Ku, Osaka, interested in modern **packaging machines** and small **transportation equipment.** Sept. 24 via Honolulu for 1 month; c/o Empire Mercantile Corp., 234 Fifth Ave., New York 1. Itinerary: Los Angeles, San Francisco, New York, Chicago, Detroit, Seattle.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are date June.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Netherlands Antilles.
Aircraft and Aeronautical Equipment Importers and Dealers—Greece.
Automotive Product Manufacturers—Mexico.
Business Firms—Cape Verde Islands.
Curio, Novelty, and Handicraft Manufacturers and Exporters—Japan.
Dry Goods and Clothing Importers and Dealers—Honduras.
Glass and Glassware Importers and Dealers—Federal Republic of Germany and West Berlin.
Hide, Skin, and Raw Fur Importers, Dealers, and Exporters—Austria.
Hide, Skin, and Fur Importers, Dealers, and Exporters—France.
Household Appliance Importers and Dealers—Netherlands Antilles.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Bolivia.
Mining Companies and Exporters of Ores—Netherlands Antilles.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Switzerland.
Printers, Lithographers, Engravers, and Publishers—Honduras.
Textile Industry—Nicaragua.

Bibliography for exporters lists valuable tools for use in getting new trade leads

Many magazines, trade journals, books, pamphlets available for profitable use by veterans or newcomers to field of international trade

There are at least a dozen good magazines, trade journals and periodicals being published today by commercial firms dedicated to informing exporters on the latest markets, trends and regulations in this field. In addition there are many valuable government publications, Trade Association publications, and text books devoted to this subject.

Successful international traders are quick to acknowledge the value of this type of publication in helping to keep abreast of "trade" problems.

The Port of New York Authority, in their monthly magazine *Via Port of New York* (June '62) published a rather complete bibliography of such publications, which is being republished below, with minor revisions.

In presenting a list of trade journals, books, pamphlets and export trade directories which should prove helpful to the exporter, it has been necessary to confine the selection to those publications of general interest only. Many excellent domestic and foreign publications which are concerned with a specific product or service have consequently been omitted from this list. A comprehensive guide to such publications may be obtained by referring to *Ulrich's Periodicals Directory* and the *International Media Guide* which are available at most libraries.

Periodicals

American Import-Export Bulletin (monthly). Import Publications Inc., 8-10 Bridge St., New York 4. Export trade opportunities, foreign trade activities, customs data on overseas countries.

Export Bulletin (weekly). Journal of Commerce, 80 Varick St., New York 13. Weekly listings of active foreign buyers.

Export-Import News (monthly). Export-Import News Co., 6000 Sunset Blvd., Los Angeles, Cal. News of world trade activities, comprehensive listing of international trade events.

Export Trade (weekly). Thomas Ashwell & Co., Inc., 20 Vesey St., New York 7. Export opportunities, new regulations in export, wide range of informative international trade articles.

International Trade Review (monthy). Dun & Bradstreet Inc., 99 Church St., New York 8. Trade leads, trade highlights, articles of general interest to exporters, international trade statistics.

International Management (monthly). McGraw-Hill International, 330 W. 42nd St., New York 36. International business conditions, trade statistics, products and processes, articles of general interest to management executives in international trade.

Journal of Commerce International Edition (fortnightly). Twin Coast Newspapers, Inc., 80 Varick St., New York 13. News items and articles of general interest covering every phase of international trade and export activity.

International Advertiser (monthly). International Advertising Association, Hotel Roosevelt, 45th St. and Madison Ave., New York 17. General interest articles on world business conditions with emphasis on market research, international media and reaching the overseas buyer through advertising.

International Business Contracts (monthly) (in English). International Business Contracts—Publishers A-G Building, Kl.—Gartmanplantsoen 21, Amsterdam, Netherlands. Listings of overseas buyers, new business contracts, firms seeking agencies.

World Media & Markets (bi-monthly). 634 No. San Vicente Blvd., Los Angeles 69, California. Articles of specific interest for advertising, marketing and public relations executives of firms doing business abroad.

World Trade Data Yearbook (annual). Dun & Bradstreet Inc., 99 Church St., New York 8. A complete statistical reference booklet for international traders which includes such information as export markings, commercial abbreviations, conversion factors, export sales terms, world-wide steamship directory, U.S. Department of Commerce field offices and other general information for international traders and exporters.

Text Books, Manuals

International Trade Principles and Practices. Horn-Gomez. Prentice-Hall Inc., Englewood Cliffs, N.J., 1959. 640 pp. $10.00.

Management Guide to Overseas Operations. Fenn. McGraw-Hill Book Co., Inc., 330 W. 42nd St., New York 36, N.Y., 1957. 312 pp. $5.00.

Practical Exporting and Importing. MacDonald. Ronald Press Co., 15 E. 26th St., New York, 1959. 540 pp. $7.00.

Export Form Guide Book No. 14. Unz & Co., 24 Beaver St., New York 4. 15 cents. Information regarding forms needed in export shipments to all countries.

Comprehensive Guide to United States Government Import-Export Forms. Customs Consultants, 530 International Trade Mart, New Orleans 12, La. 27 pp. $3.00.

Glossary: International Economic Organizations and Terms, U.S. Council of the International Chamber of Commerce, 103 Park Ave., New York, N.Y., 1960. 26 pp. 30 cents.

Marketing Research. Prentice-Hall, Inc., Englewood Cliffs, N.J., July 1961. 541 pp. $11.35. Up-to-date reference on marketing research techniques.

Revised American Foreign Trade Definitions—1941. National Foreign Trade Council, 10 Rockefeller Plaza, New York, N.Y. 16 pp. 10 cents.

Export-Import Banking. *Shaterian.* Ronald Press Co., 15 E. 26th St., New York 10, N.Y., 1956. 508 pp. $7.00.

Foreign Trade Service-Foreign Import and Exchange Regulations. The Chase Manhattan Bank, One Chase Manhattan Plaza, New York 15, N.Y., 1961. 40 pp. Free.

International Marketing. Kramer. Southwestern Publishing Co., Cincinnati, Ohio, 1959.

Sources and Methods of International Financing. International Management Division, American Management Association, 1515 Broadway, New York 36, N.Y., 1961. 176 pp. $4.50 ($3.00 AMA Members).

A Review of Export and Import Procedure. Guaranty Trust Company of New York, 140 Broadway, New York, N.Y. Free.

The Custom House Guide. 10 Bridge St., New York 4, N.Y. $35.00.

Financing Foreign Operations. American Management Association, 1515 Broadway, New York 36, N.Y., 1959. 163 pp. $4.50.

Trade Directories

Exporter's Encyclopedia. Thomas Ashwell & Co., 20 Vesey St., New York 7. Annual. 1,792 pp. $40.00. Authentic information relative to shipments for every country, with sections on trade and shipping regulations, export and shipping practice. $40.00.

American Register of Exporters and Importers. 90 W. Broadway, New York 7, N.Y., Annual. 532 pp. $15.00.

Buyers for Export. Thomas Ashwell & Co., Inc., 20 Vesey St., New York 7, N.Y., 1958. $10.00.

Bottin International Directory. 56 W. 45th St., New York, N.Y. Names of leading producers, manufacturers and merchants, importers of the world, geographically and by products. General information on countries and cities.

U.S. Government Publications

Commerce Business Daily. Office of Field Services, U.S. Department of Commerce, 433 West Van Buren Street, Chicago 7, Illinois. Daily list of U.S. Government procurement invitations, including *special sections on foreign trade opportunities.*

International Commerce. (Formerly Foreign Commerce Weekly). Superintendent of Documents, Washington 25, D.C. $16.00 per year. Order blank on inside back cover. World Trade Opportunities, Investment opportunities, Worldwide Business Outlook, Foreign Government Actions and U.S. Government Actions. News items on world commerce as reported by government commercial officers in U.S. Consulates and Embassies around the world.

Schedule "B". By subscription from Superintendent of Documents, Washington 25, D.C. $6.00 per year. Statistical classification of domestic and foreign commodities exported from the U.S., including both numerically arranged classification of exports, alphabetical index, and code classification of countries, U.S. customs districts and ports, and flag of vessel.

Directory of Foreign Organizations for Trade and Investment Promotion. Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., 1961. 108 pp.

Guide to Foreign Business Directories. Bureau of International Business Operations, U.S. Department of Commerce. From Superintendent of Documents, Washington 25, D.C., 1955. 132 pp.

Trade Lists. Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., $1.00 per list. Listings of foreign firms and individuals covering the usual channels of distribution, sources of foreign supply, and organizations, classified under major commodity groups and professions.

One of the most comprehensive listings of reference material for the exporter can be found in the International Trade Checklist issued by the Bureau of International Programs/Bureau of International Business Operations of the U.S. Department of Commerce. The checklist describes virtually every publication of the Department of Commerce concerned with export and international trade, only a few of which are listed here, and may be obtained at the nearest U.S. Department of Commerce Field Office or the Superintendent of Documents, Washington 25, D.C.

World Trade Directory Reports. Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. $1.00 per report. Basic commercial and financial information on specific foreign firms and individuals. See also Trade Lists.

World Trade Information. Bureau of International Business Operations, U.S. Department of Commerce. From Department's field offices. A series of business reports on the countries of the world in three parts. Part 1—Economic Reports, basic information on the general economy, current economic developments, transportation and utilities, business organization, investment laws and policies. Part 2—Operational Reports, import tariff systems, licensing and exchange controls, shipping documents, labeling, marking, food regulations, patent and trademark regulations, living costs and conditions. Part 3—Statistical Reports, monthly total U.S. export-import trade, U.S. world trade reviews.

Channels for Trading Abroad. U.S. Department of Commerce, Superintendent of Documents, Washington 25, D.C., 24 pp. $25.

Sources of Credit Information on Foreign Firms. Bureau of International Business Operations, U.S. Department of Commerce. From the Department's field offices or the Superintendent of Documents, Washington 25, D.C., 1958. 84 pp. 30 cents.

Association Publications

The Whys and Hows of Exporting for Manufacturers. Department of Commerce, State of New York, Albany, New York.

Foreign Trade Opportunities (for New York State Business) Department of Commerce, State of New York, 112 State Street, Albany, New York. Issued by the department's Bureau of Business Service, this pamphlet lists names and addresses and, in most instances, bank or credit references of overseas buyers seeking various types of American materials and equipment. Detailed description of items required by specific buyers is also included.

Activities of American Chambers of Commerce Abroad. Foreign Commerce Dept., Chamber of Commerce of the U.S., 1615 H St., NW., Washington 6, D.C., 1961. 25 cents.

Foreign Commerce Handbook. Foreign Commerce Dept., Chamber of Commerce of the U.S., 1615 H St., NW., Washington 6, D.C., 1960-61. 155 pp. $2.00. A guide to import and export services and information. Describes services of Government agencies and private organizations and service under some sixty headings. Includes bibliographies of books, pamphlets, reference works, periodicals, trade journals and other publications.

Small Business Exports and the World Market. Statement by Machinery and Allied Products Institute presented to Select Committee on Small Business, U.S. Senate, Dec. 29, 1960. Machinery and Allied Products Institute, 1200 18th St., NW., Washington 6, D.C. 16 pp. 25 cents.

New York Port Handbook, 1962. Published by Port of Resources Information Committee, One Broadway, New York 4. 224 pp. $2.50. Comprehensive description of Port of New York facilities and services including 80-page section listing names, addresses and telephone numbers of all Port District companies offering services to carriers, shippers, exporters and importers.

Publications of The Port of New York Authority

The following publications issued by The Port of New York Authority are available upon request. Inquiries should be addressed to The Port of New York Authority, Port Promotion Division 111 8th Ave., New York 11.

Export Packers Directory
Steamship Services Directory
Guide to Consolidated Shipments
Harbor Terminals Map
Traffic Advice Checklist
Functions of Public Agencies at the Port of New York

Recommended

A special issue of "Via Port of New York" on export expansion was issued in June, 1962 by the Port of New York authority. It contains 26 pages of information of special interest to exporters. It may be obtained by writing the Port Authority, 111 Eighth Avenue, New York 11, N.Y.

Machinery, equipment mission to United Kingdom pinpoints 47 licensing opportunities

Manufacturing licenses offered or sought in products ranging from cameras and computers to carpet testers

The recent U.S. Machinery and Equipment Mission to the United Kingdom uncovered 47 licensing opportunities in a broad product range for American industrialists:

—38 firms want licenses or cross licenses;

—9 firms offer licenses on their products.

British manufacturers want to make such products as analog computers, printing and packaging machinery, lighting fixtures, air-conditioning equipment, motion picture cameras and projectors, and mechanical handling equipment.

Other U.K. firms want to interest U.S. firms in producing articles ranging from carpet-testing machines to guided weapon components.

When available, supplementary information, as indicated by a star (★), may be obtained on loan by U.S. firms from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Licenses Sought

283 Drugs

Pharmaceutical manufacturer seeks license to produce additional pharmaceutical and medical specialties. Consolidated Chemicals, Ltd., The Industrial Estate, Wrexham, Denbighshire, North Wales. ★

329 Gaskets

Manufacturer of gaskets and other products made of bonded aluminum and rubber seeks cross-licensing arrangement. F. P. T. Industries, The Airport, Portsmouth, England. ★

344 Fabricated Structural Metal Products

Seeks license to manufacture motor frames, conveyors, and parts for coal mining machinery. Armac Engineering Co., Ltd., 2239 London Rd., Glasgow, E.2.

346 Metal Stampings

Reciprocal licensing arrangement sought with manufacturer of kitchen tinware. Paton, Calvert & Co., Ltd., Binns Rd., Liverpool 13. ★

349 Miscellaneous Fabricated Metal Products

Seeks license to produce cast iron or cast steel valves for water, chemical, or oil industries. Glenfield and Kennedy, Ltd., Kilmarnock, Scotland. ★

Manufacturer of air valves seeks license for solenoid valves and other air-operated equipment. Stuart Davis, Ltd., Stonebridge Highway, Coventry.

Manufacturer of consumer products wants license to produce items using tubular aluminum. Home-Ese, Ltd., Haslucks Green Rd., Shirley, Solihull, Warwickshire.

352 Farm Machinery and Equipment

Garden equipment manufacturer wants license to make electric and motor powered lawn and garden equipment. H. C. Webb & Co., Ltd., Tame Rd., Witton, Birmingham 6. ★

353 Construction, Materials Handling Equipment

General engineering firm seeks license to produce mechanical handling equipment. Samuel Taylor & Sons (Brierley Hill) Ltd., Brierley Hill, Staffordshire.

Manufacturer of material handling equipment wants license to produce mechanical handling equipment such as conveyor or roller tables. Hugh Martin & Sons (Carluke), Glasgow.

Manufacturer of hydraulic tail lifts is interested in license to produce ramp levelors which provide access from shipping platform to trucks of different sizes. Burtonwood Engineering Co., Ltd., Burtonwood, Warrington, Lancashire.

354 Metalworking Machinery and Equipment

License for manufacturing gages for testing interchangeable ground-glass joints sought by manufacturer of thread gages. Coventry Gauge & Tool Co., Ltd., P.O. Box 39, Coventry. ★

Precision engineering firm seeks license to produce specialized machine tools. Lythall's Engineering Co., Ltd., Lythalls Lane, Coventry. ★

355 Special Industry Machinery

Seeks cross-licensing arrangements for heavy and medium machinery, processing equipment, printing machinery and other products requiring complex engineering and manufacturing skills. Vickers Armstrong (Engineers) Ltd., Scotswood Rd., Newcastle-on-Tyne 1. ★

Packaging firm wants new packaging machinery for frozen foods and cigarettes. Mardon, Sonn & Hall, Ltd., Temple Gate, Bristol 1, Gloucestershire.

License for production of web offset printing machinery sought by marine engineering firm which is diversifying into printing equipment. Yarrow and Co., Ltd., Scotstoun, Glasgow. ★

356 General Industrial Machinery

Engineering firm seeks license for distillation or purification processes for water. Alton & Co., Ltd., Stores Rd., Derby, England. ★

Licenses for manufacture of air filtering, coil heat and cooling, and air washers sought by producer of air-conditioning equipment. Matthews & Yates, Ltd., 135 Rye Lane, London, S.E. 15. ★

Packaging firm seeks license for production of specialized packaging machinery. Matthew Wylie & Co., Ltd., 89-117 Helen St., Glasgow, S.W. 1.

Manufacturer of packaging machinery and paper converting machinery wants license on smaller machines up to 15 by 6 in specialized packaging field. Lerner Machine Co., Ltd., Lea Valley Road, Ponders End, London. ★

Producer of cartons wants new packaging systems for carton trade. Tillotsons (Liverpool) Ltd., 85-177 Commercial Rd., Liverpool 5.

License for manufacture of centrifugal, chemical process pumps wanted by producer of pumps for handling acids. Drysdale & Co., Ltd., Bon-Accord Works, Yoker, Glasgow, W. 4.

Packaging machinery company wants license to produce specialized packaging equipment. Vickers-Armstrong (Engineers) Ltd., Crayford, Kent, England.

358 Service Industry Machinery

Manufacturer of steam turbines want to make air-conditioning compressors and heat exchangers under license. C. A. Parsons & Co., Ltd., Heaton Works, Newcastle-on-Tyne, 6, Northumberland.

General engineering firm seeks license to manufacture medium to heavy ice-making machinery. Hall Engineering, Ltd., 54 Grosvenor St., London W. 1.

Large manufacturer of air-conditioners for ship generators wants license to produce domestic air-conditioning equipment. Thermotank, Ltd., 60 Rochester Row, London S.W. 1.

License to produce air-conditioning equipment wanted by manufacturer of pumps. Rotherhams, Ltd., Coventry.

Manufacturer of car bodies and material handling equipment seeks license to produce evaporative coolers. Fisher & Ludlow, Ltd., Kingsbury Rd., Erdington, Birmingham 24.

362 Electrical Industrial Apparatus

Wants license to manufacture electronic load indicator for use on cranes, or an electric safety device. Fraser & Borthwick, Ltd., Delta Electrical Works, 59 Pitt St., Glasgow, C.2. ★

Manufacturer of custom-built conveyor

systems wants license to make related components such as motors and gear boxes. Davies, Pritchard & Richmond, Banks Lane, Liverpool Airport.

Electronic instrumentation engineers interested in obtaining license to manufacture process controls as applied to textile machinery. Epsylon Industries, Ltd., Faggs Rd., Feltham, Middlesex.

364 Electric Lighting, Wiring Equipment

Manufacturer of electric lighting fixtures wants license to make fluorescent lighting equipment for ceilings or walls, and parts for all types of fixtures such as control transformers. R. & A. G. Crossland, Ltd., Cartridge Lane, Wallsall, Staffordshire.

Manufacturer of commercial and residential electric lighting fixtures wants license for fixtures for paintings and tapestries and offers license on its products in exchange. Allom Heffer & Co., Ltd., 17 Montpelier St., Knightsbridge, London S.W. 7. ★

367 Electronic Components, Accessories

Manufacturer of electrical components wants to make general electronic hardware components, wire wound potentiometers and toggle switches under license. Painton & Co., Ltd., Kingsthorpe, Northampton.

Electronics manufacturer seeks licenses to produce electronic components, communication equipment and consumer electronic products. Telecommunications Div., Plessey Co., Ltd., Ilford, Essex.

382 Instruments for Measuring, Controlling

Automation and process-control firm wants license to manufacture turbine flow meters, small analog computers, blending and batching systems, pressure and temperature transducers, densimeters, and other devices using continuous process control. De Haviland Aircraft Co., Ltd., Manor Rd., Hatfield, Hertfordshire.

License for hydraulic dynamometer wanted by manufacturer of test equipment for jet and turboprop aircraft engines. John Curran, Ltd., Box 72, Cardiff, Glamorganshire, Wales. ★

386 Photographic Equipment, Supplies

Camera manufacturer wants to make motion picture cameras and projectors under license. K. G. Corfield, Ltd., Ballymoney, County Antrim, Belfast. ★

Licenses Offered

344 Fabricated Structural Metal Products

Offers license to produce patented clamp for fastening heavy crates. Stouport Case Co., 30 Princes St., Manchester.

Offers license to manufacture its floatation units which are used for loading or unloading oil from moored ships. Plastic pipelines are floated from the units, called gondola buoys, and consist of steel air chambers and fittings to suspend the pipeline. Eltonsford, Ltd., 16-18 Oyster St., Portsmouth.

349 Miscellaneous Fabricated Metal Products

Offers license for manufacture of cable reeling drums and crane collector columns. Fraser & Borthwick, Ltd., Delta Electrical Works, 59 Pitt St., Glasgow, C. 2. ★

355 Special Industry Machinery

License offered for manufacture of laboratory coating machine for packaging by mechanical and hydraulic engineering firm. T. J. Dixon & Co., Ltd., Works Rd., Letchworth, Hertfordshire. ★

364 Electric Lighting, Wiring Equipment

Power transmission engineers offer license for production of its novel high-voltage conductor spacers, and heavy-duty low-loss suspension clamps on a reciprocal basis. Electric Transmissions, Ltd., Parr Industrial Estate, St. Helens, Lancashire. ★

366 Communication Equipment

Manufacturer of telecommunication headsets offers license on sound suppresor headsets. Design is lightweight and more advanced than the usual fluid type. Airmed, Ltd., Edinburgh Way, Temple Fields, Harlow, Essex. ★

382 Instruments for Measuring, Controlling

Research and development firm offers license on carpet testing machine which can reproduce flat plane, physical tested carpet samples with relative information to appearance, retention and wearability characteristics. Test Equipment (Bristol) Co., 260 Hotwell Rd., Bristol.

Manufacturer of precision gyros, high-precision test equipment, and guided weapon components wants to license the manufacture of its products. English Electric Aviation, Ltd., Stevenage, Hertfordshire. ★

398 Miscellaneous Manufacturing Industries

Manufacturer of brushes with hose connection for washing cars and trucks offers license for production of its products. Flexibrushes, Ltd., Glossop, England. ★

Ceylonese firm seeks underwear license

A tailoring establishment in Ceylon wishes to enter into a licensing agreement with an American producer to make underwear, preferably with the use of a brand name.

This partnership firm is a registered Ceylonese trader and indent agent which imports, wholesales and retails textiles.

Correspondence can be carried on in English. Write to A. R. A. Sheriff, 34 Baillie St., Fort Colombo 1, Ceylon.

Plants to produce glass containers asked in Ecuador

Country dependent on imports; feasibility study available

The Ecuadoran Development Center (CENDES), sponsored jointly by the Governments of the U.S. and Ecuador, wishes to develop home production of glass containers and sheet glass.

Up to now, Ecuador has depended on annual imports amounting to about $550,000 to meet its demand.

A feasibility study by CENDES estimates that a total investment of $3.2 million, to be divided between the Cuenca and Guayaquil areas, should produce gross earnings of about $.9 million by 1970.

The study also indicates that a glass container plant with a daily production of 20 tons is not only possible but should also be profitable.

Copies of the Industrial Encouragement Law of Ecuador, which describes tax benefits available to those who establish new industries in the country, can be purchased for 10¢ from the U.S. Department of Commerce or any of its Field Offices.

Free copies of a résumé in English, as well as the complete Spanish text of the glass industry feasibility study are available on a loan basis from the Office of International Investment, Code 2-322-2, U.S. Department of Commerce, Washington 25, D.C.

Construction venture asked by Kuwait firm

A dealer in general merchandise wishes to form a joint venture with an American construction firm to bid on government tenders in Kuwait.

One from the Ministry of Electricity and Water is being offered until September 29 and involves a $500,000 project. Other such tenders are anticipated.

The firm also wishes to import mining and oil research equipment and presently exports pearls and scrap iron in addition to its general trading activities.

Write to Kuwait Trading & Contracting Agency, P.O. Box 236, Kuwait, Kuwait.

Bolivia bids for investments

New publication provides assistance; investment promotion law to aid rise in gross national product

The Bolivian Government has recently made available to the U.S. Department of Commerce a publication with useful information for potential American investors in that country.

In this connection it should be noted that the U.S. and Bolivian Governments have entered into investment guarantee agreements to provide insurance against inconvertibility and expropriation.

Bolivia's National Planning Council has announced a program which seeks to improve economic and social conditions through monetary stabilization, development of trade routes for this landlocked country, electric energy projects, and international financial cooperation. (See also INTERNATIONAL COMMERCE, June 25, p. 34.)

Investment promotion law

Through the Investment Promotion Law, a way has been opened to private investors to participate in different areas of the economy. This act is designed to break the country's recent economic stagnation and, in the next 10 years, is expected to increase the total gross national product by improving agricultural production for home consumption and export, mineral processing, development of the chemical, rubber and construction industries, as well as general industrial activity.

Benefits for investors

The development law provides special benefits for investors involved in new production enterprises. Capital funds may be imported in the form of gold, currency and authorized credits, as well as in the form of plant, equipment, raw materials, and technical know-how.

In addition to the assurances concerning expropriation, there are those which provide for resale of assets, reassessment of assets, exemption from certain taxes, and exemption from import duties on equipment, machinery and accessories.

Practical assistance

Another section of the publication, "Guide for Investors," provides practical assistance to those potential investors who wish to avail themselves of the above described benefits provided by law.

The publication, *Fomento a Las Inversiones,* is published by the Ministerio de Economia Nacional, Comite Nacional de Inversiones, is in Spanish and has an English translation. It may be obtained on a loan basis from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Questions concerning Bolivia's investment laws and climate should be addressed to the Office of Regional Economics, Department of Commerce, Washington 25, D.C.

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Sodium phosphate plant suggested in S. Africa

A company which designs and builds industrial plants seeks American know-how/technical assistance to erect a sodium phosphate plant in South Africa.

The firm wishes to build a sodium phosphate plant, with an annual capacity of 10,000 tons.

A turn-key installation is planned.

It now specializes in the design and erection of heating, metallurgical and chemical plants.

Address inquiries to TECHEMIC (Pty.) Ltd., Techemic House, 44 Richard St., Selby, Johannesburg, Republic of South Africa.

Pakistan exporter looks for joint venture

Objective: to set up a guar gum plant; equipment, know-how asked

A Karachi firm wants American participation to set up a plant to process guar gums, used in the paper and textile industries, either in Hyderabad or Mirpurkhas. Equipment and technical know-how are particularly desired.

At present, only one firm manufactures guar gums on a commercial scale in Pakistan. This firm also turns out guar splits and guar feeds and practically all of its production is exported.

Only one other firm in the country produces guar splits for export. It is also reported that heightened interest is now being shown by Pakistani businessmen in this item. Exporters of this commodity are now able to take advantage of Pakistan's Export Bonus Scheme, a Government arrangement which allows exporters of certain commodities to retain a portion of their foreign exchange earnings.

The firm is now active as an exporter of cotton waste, linters and oil cakes. Its annual business is said to be RS 1 million or about $210,000.

Write to the Office of International Investment, Code 4-286-3, Department of Commerce, Washington 25, D.C.

Saudi Arabian farm venture needs help

Market potential for poultry and vegetable farm considered good; technical assistance, equipment and capital asked

An Alkhobar businessman wishes a joint-venture arrangement to finance, establish and manage a poultry and vegetable farm near Dhahran, Saudi Arabia.

In addition to an investment of about $50,000, technical know-how in poultry and vegetable farm management as well as machinery, equipment and cash are needed. The division of profits and the future method of buying out the American partner are open to negotiation.

Saudi Arabia imports most of its meat, dairy and vegetable product requirements and the products from the proposed farm could be sold in what is considered to be a good local market. Also attractive as a market potential is a nearby large American oil company.

A recent feasibility study is reported to show that a poultry farm in this area could net a yearly profit of over $35,000.

There are 100 acres of land near Dhahran available for this purpose and 35 acres have already been leveled. The land is generally 70 feet above sea level and a water well has been drilled.

Write to Mr. Khuzayem, Prince Fahad St., Alkhobar, Saudi Arabia.

Interested Americans should also check legal and local conditions as this area presents special considerations for foreign investors.

Foreign Government Actions

Foreign banks in Pakistan faced with stringent requirements affecting capital, reserves, deposits

Minimum paid-up capital and reserves set at $420,000 or 5% of bank's total demand and time liabilities; deposits ban possible

Foreign banks doing business in Pakistan henceforth may have to bring into the country and deposit with the State Bank an amount equivalent to 5% of their total deposits.

Foreign banks may also be barred from accepting deposits, the U.S. Embassy in Karachi reports.

The Banking Companies Ordinance which took effect on June 7, 1962 makes an important distinction between banks incorporated in Pakistan and those incorporated outside Pakistan. Foreign banks are required to have paid-up capital and reserves of not less than 2 million rupees ($420,000) or an amount representing 5% of total demand and time liabilities, whichever is higher. This sum must be deposited with the State Bank of Pakistan in cash or approved securities, and the banking company must make deposit by transferring funds from abroad.

Another provision of the new law empowers the State Bank of Pakistan to suspend or prohibit any bank incorporated outside Pakistan from accepting deposits after 6 months' notice, but in no case within 3 years of the law's effective date.

U.S. banks operating in Pakistan include the Bank of America, First National City Bank of New York, and the American Express Company.

Italy tightens standards for food handling, purity

More rigid sanitary control is required under Law No. 139, Italy's new act governing handling and quality of foodstuffs.

Law No. 139 prohibits the sale of foodstuffs which (1) have been deprived of their nutritive qualities; (2) have been treated in such a manner that their composition has been changed; (3) have a microbe count above the limit prescribed by law; (4) have been treated to camouflage their adulterated state; (5) have been counterfeited or artificially colored without prior authorization; (6) contain unauthorized chemical additives or (7) contain residues of products used in agriculture and poisonous to human beings.

Copies of an English translation of the law are available on a loan basis from the European Division, Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Austria: No dumping

An unofficial English translation of the Austrian anti-dumping law is now available from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

The measure, designed to prevent sale of imports at abnormally low prices in Austria (Foreign Commerce Weekly, May 7, p. 823), was published as law in No. 145/1962 of the official gazette (*Bundesgesetzblatt*).

Honduras' new duties set for August 16 starter

Honduras has announced a 2½-month postponement in effectuating its new import charges (FOREIGN COMMERCE WEEKLY, June 4, p. 1030) under Central America's common market program, the U.S. Embassy in Tegucigalpa reports. The effective date has been changed from June 4 to midnight, August 16.

Merchandise on board ship before August 16 will not be subject to the new duties, according to the Minister of Economy and Finance.

The Central American Agreement on the Equalization of Import Charges and Protocols covers 60% of the items in the Honduran Customs Code. These items represent about 25% of total imports.

Argentina imposes 100% prior deposit on most imports

Deposits can be retained up to 180 days by commercial banks

Imports into Argentina are now subject to a 100% prior deposit which will be retained by commercial banks for a maximum of 180 days.

Exempted are: (1) merchandise en route to Argentina or in an Argentine port on July 2, 1962, if cleared through customs before Aug. 31, 1962; (2) merchandise covered by an irrevocable letter of credit opened through local banks before June 29, 1962, provided clearance is effected by Dec. 31, 1962; (3) merchandise imported under earlier legislation covering foreign capital investments and production-line machinery; (4) industrial machinery not manufactured locally and exempt from surcharges under Decree No. 2198/62 *; (5) merchandise imported by government entities.

Withholding

As of July 3, 1962, the Central Bank has required that commercial banks negotiating exchange must withhold for the account of the Argentine Treasury any excess over 110 pesos per dollar on the f.o.b. value of exports.

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* This decree exempts from surcharge machinery embarked for Argentina from abroad as of Jan. 26, 1962, or covered by an irrevocable documentary credit in a local bank, or sold under a firm purchase contract before Jan. 26, 1962.

More details on imports needed, Colombia rules

Colombia's Office of Exchange Registry has asked for exact information regarding imports.

A description of the specific merchandise to be imported should be included in the import applications. Quantities are to be stated in terms of commercial units such as meters, dozens, etc., instead of non-commercial units such as bundles, boxes, etc.

Importers of books must include in their import applications the titles and unit values of the books to be imported.

Nicaraguan restrictions eased on commodities in area trade

Present small volume may increase in wake of liberalization

Import or export permits from Nicaragua's Central Bank are no longer needed for certain agricultural and industrial commodities traded with Central American common market members.

Imports considered less essential or non-essential have also been freed from prior deposit requirements (90% of c.i.f. value for less essential and 100% for non-essential items), under a new decree reported by the U.S. Embassy in Managua.

The decree affects trade with other signatories of the General Treaty of Central American Economic Integration —Guatemala, El Salvador and Honduras (Foreign Commerce Weekly, Mar. 6, 1961, p. 9). It applies only to those commodities for which free trade within the Central American area is provided under the Treaty.

Nicaraguan exports which remain subject to exchange control regulations are: cotton; cottonseed; beans; live cattle; beef, fresh, refrigerated, frozen or cured in brine; green or toasted coffee; wood in any form; bananas; crude leather; soluble coffee; sugar; and molasses.

Nicaragua's trade with Central American countries is small and in 1961 amounted to only 3% of its total international trade. Removal of exchange restrictions, however, may stimulate expansion of this trade.

Costa Rica ratifies treaty with Panama, Nicaragua

Costa Rica has ratified the "Treaty of Preferential Interchange and Free Commerce," thereby entering a 3-country pact with Panama and Nicaragua (Foreign Commerce Weekly, Sept. 11, 1961, p. 11). Both Panama and Nicaragua have previously ratified the treaty, which will go into effect upon the exchange of ratifications by the 3 countries.

The first step toward implementation, according to Article 2, is the preparation of agreed lists of products to be given duty-free status or preferential treatment in trade among the signatories. Costa Rica has already begun preparing its proposed list, according to the U.S. Embassy in San José.

EEC to accept cartel registrations to Nov. 1

The European Economic Community has extended the deadline for the registration of existing cartels or business agreements until Nov. 1, 1962, except for 2-party agreements, for which the new deadline is Feb. 1, 1963.

The date had originally been set for Aug. 1, 1962 (Foreign Commerce Weekly, Feb. 19, 1962, p. 317).

Cyprus commerce minister authorized to cut imports

New power to restrict or prohibit imports has been granted to the Minister of Commerce and Industry under a law enacted by Cyprus' House of Representatives, the U.S. Embassy in Nicosia reports.

The Minister may restrict imports of a particular product to support local industry, for trade balance purposes, or to comply with the Republic's international obligations. These include bilateral agreements with various Eastern countries.

The measure comes in the wake of recently relaxed import restrictions, including the establishment of an open general license for most imports into Cyprus.

Dominican Republic shifts tax rates on cigarettes

Those with 100% local tobacco content to pay smaller tax

The tobacco content of domestically produced cigarettes is the key to lowered or raised tax rates under a recent Council of State action in the Dominican Republic.

According to the U.S. Embassy in Santo Domingo, cigarettes exclusively using Dominican tobacco will be taxed $3 (3 Dominican gold pesos) per thousand cigarettes manufactured between 70 and 85 mm. in length, with or without filter. (Regular cigarettes are approximately 70 mm. long and king size are about 82.5 mm. long.) This tax reduction will lower the retail price per pack by 5¢.

Cigarettes exclusively using imported tobacco will be taxed $11 per thousand cigarettes manufactured between 70 and 85 mm. length, with or without filter. This increase will not affect retail prices.

These tax changes supersede all previous taxes on the cigarettes specified.

Payment will be made by means of a stamp affixed to the cigarette package. Part of the revenues will go to the newly established Tobacco Institute (Instituto del Tabaco de la Republica Dominicana), working on improved cultivation of Dominican tobacco.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

ETHIOPIA—Karpark Corporation, Starkville, Mississippi, installing 50 **parking meters** in central business district of Addis Ababa. If proved practical, they may become common feature of city's streets.

IRAQ—Economic Planning Board recently selected Austrian firm of Verblund-Plan as design and consulting engineers for proposed **120 megawatt thermo-electric plant** to be built in Bagdad area.

THAILAND—Cabinet approved General Electric Corporation's bid to supply **40 electric and 20 hydraulic diesel locomotives** of U.S. manufacture to Thai State Parkways. Contract valued at $12.5 million.

New Libyan duty schedule ready in translation

Competing goods must pay higher rates; farm machinery exempted

Industrial machinery and raw materials duties are generally reduced while duties on products competing with local industry or agriculture are generally increased under the new Libyan Customs Tariff, now available in translation.

Codified under Brussels nomenclature, the schedule applies to all items.

Duties on industrial machinery and raw materials have been reduced in most instances. Farm machinery, fertilizers, and other essential items for the agricultural economy are exempted from duty. Other essential goods, such as foodstuffs and textiles, that do not compete with local production, are unchanged.

Among U.S.-made consumer products affected by tariff increases are: cameras, from 25 to 33½%; air-conditioners, from 10 to 35%; phonograph records, from 20 to 35%; alarm clocks, from 5 to 25%; motorcycles, from 10 to 35%; bicycles, from 10 to 20%; footwear, from 5 to 20%; footwear, from 5 to 20%; and parasols, from 5 to 15%.

Interested persons may examine the entire customs schedule at the Department of Commerce. Information on specific rates can be obtained by writing or telephoning the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C., WOrth 7-3703.

Cigarette import surcharge back to 150% in Argentina

Argentina has restored the 150% surcharge on cigarette imports and has fixed the internal tax on both imported and domestic cigarettes at 60% of retail prices.

The action followed a 6-month (January-June) trial period during which the surcharge had been reduced from 150 to 20% of the cost and freight value in a move against contraband trade (FOREIGN COMMERCE WEEKLY, January 29, p. 176).

United Kingdom quota for fresh pears renewed 1 year

Extending for a year the quota for imports of fresh pears from dollar-area and some other countries, the British Board of Trade has announced that from July 1, 1962 to June 30, 1963 the quota will again be 62,720,000 lbs. (560,000 cwts.).

Applications to participate in the quota will be considered only from those United Kingdom importers licensed under the previous quota.

Tryptamine acetate banned as therapy agent in Mexico

Mexico has prohibited the therapeutic use of tryptamine acetate [3-(2-aminobutil) indol acetate] under a decree published in *Diario Oficial.*

The decree is part of the Federal Sanitary Code, and the drug is subject to all regulations applicable to items whose use is prohibited.

Fatback, chicken, other quotas extended by Bonn

West Germany has extended existing quotas on items listed below.

Specifications for these products may be obtained from the Einfuhr und Vorratsstelle, 40 Adickesallee, Frankfurt/Main.

	Origin	Last Date for License Application	Last Date of Import
Fatback	U.S., Canada	Oct. 25	Dec. 31
Pork livers	U.S., Canada	Oct. 25	Dec. 31
Pork kidneys			
Beef livers			
Chickens, dead	U.S., Canada	July 25	July 28
Edible lard	U.S., Canada, Bulgaria, Rumania, Hungary, Sweden, Switzerland, Denmark, Poland, Portugal, EEC	Oct. 25	Oct. 31

Thai decree raises tariffs on many pharmaceuticals

Rates on 38 items go as high as 80% ad valorem from former 11%

Increasing import duties on 38 pharmaceuticals from an original 11% to as much as 80% ad valorem, Thailand has acted to protect domestic manufacturers from low-cost imports.

Duties were raised to 80% on the following vitamins: B Complex for injection; B 1 for injection; B 1 in tablets; B 12 for injection; and C in tablets.

Other pharmaceuticals increased to 80% include: penicillin G sodium for injection; fortified procaine penicillin G for injection; procaine penicillin G in oil for injection; dihydrostreptomycin for injection; streptomycin for injection; dihydrostreptomycin with streptomycin for injection; fortified procain penicillin G with dihydrostreptomycin for injection; fortified procain penicillin G with dihydrostreptomycin and streptomycin for injection; penicillin V in tablets; penicillin G in tablets; chloram phenicol in capsules and tablets, including those with vitamin; chloram phenicol in liquid for oral use; and tetracycline phosphate complex and tetracycline hydrochloride in tablets and capsules.

Tariff rates of 70% ad valorem were placed on the following: tolbutamide in tablets and capsules; isonicotinic acid hydracide in tablets and capsules; hydrochlorotiazide and reserpine in tablets; dexametasone phosphate for injection; and sulfadimidine in tablets.

Dexametasone in liquid for ears, eyes and nose was raised to 60% ad valorem. Fifty-percent duties were placed on chlorotiazide in tablets and hydrochlorotiazide in tablets.

Duties were raised to 30% on the following items: prednisolone in tablets; prednisolone in liquid; cortisone acetate saline suspension for injection; cortisone acetate in tablets; dexametasone in tablets; dexametasone in cream; fludrocortisone acetate in balm; sulfadiazine in tablets; succynyl sulfathiazold in tablets; and tyrotrizine in cream.

Other pharmaceuticals under Import Tariff Items 30.03(c) and (d) remained at the 11% tariff rate.

Ecuador's President to discuss Alliance during U.S. visit; new port should boost trade

36-mile channel to open Guayaquil to ocean shipping; U.S. furnishes more than half of Ecuador's imports

Lawrence J. Comella
American Republics Division
Bureau of International Programs

President Carlos Julio Arosemena Monroy of Ecuador was scheduled to arrive in Washington yesterday to begin an 8-day goodwill tour of the U.S.

In addition to reinforcing the existing good relations between the 2 countries, principal interest of Presidents Kennedy and Arosemena will be the proposed program under the Alliance for Progress and its contribution to the progress and well being of the people of Ecuador.

President Kennedy will express the interest of the U.S. in contributing towards the accelerated development of the Ecuadorean economy and promoting the mutually favorable trade which has existed between the 2 countries.

Of Ecuador's total 1960 imports of $102 million, the U.S. accounted for approximately $55 million. The main import category from the U.S. was machinery and vehicles, amounting to well over $21 million, with a variety of other items making up the remaining U.S. imports, according to the U.S. Embassy in Quito.

Building new port

The new port of Guayaquil will be opened to the first ocean going vessel in October 1962. This port is at the end of a deep water channel on the west bank of the Guayas River, 40 miles from the Pacific Ocean. It will be the most modern general cargo and passenger terminal on the West Coast of South America.

The new channel permits direct loading and unloading of ocean going vessels and will eliminate the former necessity of using lighters and barges. This port service also will save hours of labor and additional costs to Ecuador's exporters and importers. Damage to goods and other losses should be minimized by less handling of goods.

Basic information:
Area—104,500 square miles
Total population—4,298,000
Estimated 1970 population—5,818,000
1960 gross domestic per capita product—$220
Percentage of 1960 budget allotted to:
  (a) Education 9.8%
  (b) Housing 1.2%
  (c) Public health and social welfare 3.7%
1960 rural inhabitants per square mile of cultivated and pasture land —220
Banana exports—Ecuador exported approximately 36 million stems of bananas in 1960, compared with 28.9 million in 1958, and 3 million in 1946.
Bananas, coffee, and cacao earn 90% of total foreign exchange.
1961: Exports $127 million; Imports $101 million.

The new deep water channel will attract regular passenger liners calling on the West Coast of South America and cruise vessels which have not been able to navigate the river channel during certain seasons of the year. Prior to the construction of the new port tourists had to be taken to Guayaquil by yacht service 40 miles up the Guayas river. The new port is stimulating Ecuador's efforts to encourage tourist travel to Ecuador which would mean more foreign exchange earnings.

World Bank loan

A Port Authority was formed in 1958 under the control of a Board of Directors. It received a $13 million loan from the International Bank for Reconstruc-

BRINGING IN THE SEA: Work is continuing on the new port of Guayaquil, which should give Ecuador's world trade a welcome shot in the arm. A 36-mile channel to the Pacific will make the port accessible to ocean-going vessels for the first time, when work is completed in October. (World Bank Photo)

PRIMITIVE TRADE: Indians gather in the market place of Otavalo, Ecuador to sell their wares and meet friends. This weekly custom dates back many generations among the Andean Indians. (World Bank Photo)

tion and Development and another $7 million was raised in local currency for the new port program. The construction contract was awarded after international bidding in July, 1959.

Specifications of the port are as follows: a 3,000 foot marginal pier with four 72,000 square foot-transit sheds, a 75 ton stiff-leg crane, and extensive open cargo storage area. Buildings for the Customs Administration, Port Administration, and various auxiliary purposes furnish a complete cargo terminal. Other features include a short canal, and 14-foot locks connecting the estuary with the Guayas River at the new port area. Of the 36 mile channel to the Pacific Ocean, approximately 11 miles required dredging to achieve the desired minimum of a 31 foot deep by 400 foot wide channel. In the immediate port area, a 35 foot minimum depth will be maintained.

Ships' agents may employ private stevedores for work within the ships hatches or hire Port Authority personnel at their option.

The port of Guayaquil, which has traditionally handled over 90% of Ecuador's imports and 65% of exports, handled three times the volume of imports in 1960 that it did a decade earlier. Export volume rose 50% over the same period, while the number of vessels calling at the port doubled.

Ecuador supplies one-fifth of global banana imports, of which the largest percentage moves through the Port of Guayaquil. Other exports include rice, sugar, coffee, cacao, balsa, citrus, frozen shrimp, peanuts, kapok, ivory nuts, and Panama hats.

The author

has been with the Bureau of International Program's American Republics Division for 5 years. Prior to that he worked with the Department of State, spending 3 years at the American Embassy in Santiago, Chile. He is a graduate of Georgetown University's School of Foreign Service.

IDB loan to Brazil should increase U.S. tractor sales

Sao Paulo State gets $4.5 million for 30 mechanization stations

U.S. firms are expected to provide most, and possibly all, of 196 heavy tractors which Sao Paulo State will buy with the proceeds of a $4.5 million loan from the Inter-American Development Bank (IDB).

The tractors will be distributed among 16 operating and 14 planned mechanization stations which are part of a general agrarian reorganization to intensify farming methods throughout the State.

The borrower is the Companhia Agrícola, Imobiliária e Colonizadora (CAIC), a land development corporation owned by the State of São Paulo. The project is designed to intensify farming methods of the State and is being carried out by the Departamento de Engenharia e Mecânica da Agricultura (DEMA), an agency of the State's Agriculture Department.

U.S. banks take part

Two commercial banks, The Marine Midland Trust Company of New York and Grace National Bank of New York, have agreed to participate in the early maturities of the loan.

The overall reorganization program also contemplates the settlement of 8,000 families on about 400,000 acres of undeveloped land, establishment of a wholesale market to improve distribution of farm produce in the city of São Paulo, and the construction of a network of storage silos and barns.

Each mechanization station will be allotted 13 tractors, along with other farm equipment and implements, and will be directed by an agricultural engineer heading a 27-man team. The stations will prepare the land for settlers, rent the machinery to independent farmers and serve as agricultural information centers.

The loan, which will finance about 42% of the project's cost will be made in dollars or in other currencies available to the Bank, except cruzeiros. Up to the equivalent of $1 million will be extended in freely convertible lira.

Dominican Republic reforms gradually overcoming losses accumulated under Trujillo

U.S. loan helping to overcome handicaps remaining from former regime; old monopolies appear to be on way out; investment incentive law prepared

by William P. Wadbrook

Economist, American Republics Division

Change has been the keynote in the Dominican Republic since the May 1961 assassination of dictator Trujillo.

During a 32-year rule, the Trujillo family group had taken over most of the country's more profitable enterprises, including virtually all of the heavy foreign-exchange earners, and had manipulated the economy to benefit the growth of their own uneconomic monopolies on the domestic market.

The dictator's clique was estimated to control about half of the country's industrial plant and total wealth. In the last 2 years of the regime, imports were cut in half by arbitrary government control, while Trujillo sugar, aided by windfall quotas, continued to flow to the U.S.

At the same time, exporters were required to surrender 90% of their earnings to the Government bank. Thus, the nation's swollen foreign exchange surpluses were channeled into overseas bank accounts of the ruling group, while the country's economy suffered from lack of needed imports. By the summer of 1961, the import-dependent economy was grinding to a halt as hoarding began and unemployment soared to crisis levels.

After the dictator's assassination, his regime began a holding action, conciliating emboldened and angry social and economic groups with deep tax cuts, while swiftly withdrawing its own remaining assets from the country. In 1961, capital flight reached an estimated $70 million.

Producers and exporters found themselves freed from onerous taxes, while income, profits, business-license and other direct taxes were cut by about half. Essential staples were freed from customs duties, excises were removed, and retail prices were lowered by decree.

Wages, were raised in the meantime, doubling wage levels within months. Many of the advantages enjoyed by the uneconomic monopolies of the dictatorship were removed. As a result, business in general felt the squeeze of higher costs and lower prices, while some of the old monopolies operated at a loss.

Middle-class pressure eventually ejected the chief figures of the Trujillo entourage, and a 7-man Council of State, acquiesced in by all the numerous fledgling political parties, was inaugurated. It was charged with restoring order and stability, revising the Constitution and laws, and supervising normal elections in December 1962.

the author

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This government however, faced enormous problems. Millions of dollars in payments for imports were backlogged for lack of exchange, and Dominican pesos were at a discount as the nation's credit plummeted.

After a government takeover of all Trujillo physical and financial assets, the country's major industries, abandoned by their former management, floundered under nominal government management.

Heavy inflationary pressures, stemming from wage increases and a gaping fiscal deficit, threatened to undermine the price decrees with black-market operations. Unemployment was high while the economy starved for imports.

People with technical and administrative skills were for the most part compromised with the old regime, while labor and political organizations sprouted in a charged atmosphere of sabotage and street disturbances.

Any one of these problems could have wrecked the new and inexperienced government. Yet to attack one problem was to aggravate another. The public works program, inaugurated to relieve unemployment, further dislocated the budget.

Due to the unstable situation, necessary wage cuts and tax hikes verged on political suicide. Exchange-conserving import controls, inherited from the former regime, choked off needed supplies for industrial recovery.

Overcoming handicaps

A great deal has been done to meet and solve these problems during the past 6 months. A $25 million loan was negotiated with the U.S., part of which was used to catch up on backlogged commercial debt abroad, and current payments are being made more promptly.

Pesos generated by the sale of this exchange to local importers are being used for development programs jointly planned by a new National Planning Board and the U.S. Agency for International Development (AID), Agreements have been signed for education, agriculture credit and a regional development study, and further agreements are near the signing stage.

A law establishing norms, institutions and procedures for the confiscation or restitution of goods acquired through abuse of power was passed. The vast Haina River complex, producing about 60% of the country's sugar, has become government property.

An autonomous National Industrial Development Corporation was formed to administer and dispose of the confiscated Trujillo properties, using the proceeds for further development projects. Enterprises in which the Government held only confiscated stock were reorganized and then freed of Government control. These properties are to be transferred from the jurisdiction of the cabinet-rank Department of Administration, Control and Recovery of Property.

American know how

U.S. business organizations pitched in to help inexperienced Dominican industrial managers in feasibility studies, quality control and day-to-day operations. Several of the old monopolies appear to be on the way out. A U.S.-Dominican investment guarantee agreement was signed in May, and a new investment incentive law is in the works.

Employment rose during the sugar harvest in February and under the impact of the public works program.

Around 30,000 persons were set to work on a highway program, road repairs, restoration of public buildings, and irrigation works.

Around $1 million has been paid as compensation to individuals who suffered injustices under Trujillo.

Sugar production estimates for 1962 are 1,059,000 tons, compared with 961-972 tons in 1961, and the coffee crop appears to be good.

The Government has set itself to restoring the recently cut taxes to their former levels, while others, such as the income and profits tax, have been completely reformed. New taxes include a surtax on overseas transportation tickets and an increase of 2 Dominican cents per gallon in the gasoline tax, both passed in late March. The business license tax, however, was left at the half-rates established after the dictator's death.

Such changes, with the rise in customs revenues attending increased imports, have considerably improved the government's budgetary outlook for 1962. The current budget plans also count on the incomes of various confiscated properties.

A concerted attack is being made on the problems of agriculture and rural life, which must be the foundations of the country's economic and social health. An Agrarian Reform Institute was founded to inventory and carve up the confiscated properties and other state land into smaller, family units.

The Dominican Government has assigned the autonomous Institute $2 million, and the program is already being implemented on a moderate scale. The Institute, the reorganized government Agricultural Bank, and AID are providing low-cost supervised agricultural credit to the farmers. Producers' cooperatives are being encouraged, and a cooperative-marketing study is under way.

Aid plus training

Technical aid is being provided to farmers, and 350,000 pesos (1 pesos=$1) have been allocated to begin an agricultural extension program. U.S. technical aid is also going to a new professional agricultural school, and a rural training program is scheduled.

Rural housing construction has been given priority over urban, in an effort to stem the flow of workers to the cities. A comprehensive water law was promulgated, which provides mechanisms for a steady expansion of irrigation systems.

A law fostering the cattle industry was drawn up, and a comprehensive forestry, conservation and forest-industries law was passed. A Tobacco Institute has been established to regulate all aspects of the tobacco industry, and tobacco taxes have been reformed. Finally, a new fisheries law was enacted.

RESURGENT REFORM: President Rafael Bonelly of the Dominican Republic autographs a cinder block at ceremonies inaugurating a plant which will produce cinder blocks for use in low cost housing projects.

Trade liberalized

In the field of international trade, several hitherto controlled commodities have been freed, while special exemptions and reductions have been cut down. The Combined Import Tax was raised from 23 to 24% as a revenue measure.

However, trade remained subject to the comprehensive, non-specific control requirements imposed by the former regime. In spite of this, it is expected that 1962 imports will total $145 million, or twice those of 1961.

Meanwhile, U.S. sugar legislation effective this month has cut the Dominican premium-price quota from 469,000 tons for the first 6 months of 1962 to 95,000 tons for last 6 months of the year. This development has caused concern throughout the Dominican Republic, since the recent round of wage increases has made Dominican sugar uncompetitive at world prices.

Confidence has been somewhat restored, however, by measures to increase the Dominican premium-price quota at the President's discretion, and to provide a multimillion-dollar U.S. development grant fund for the country.

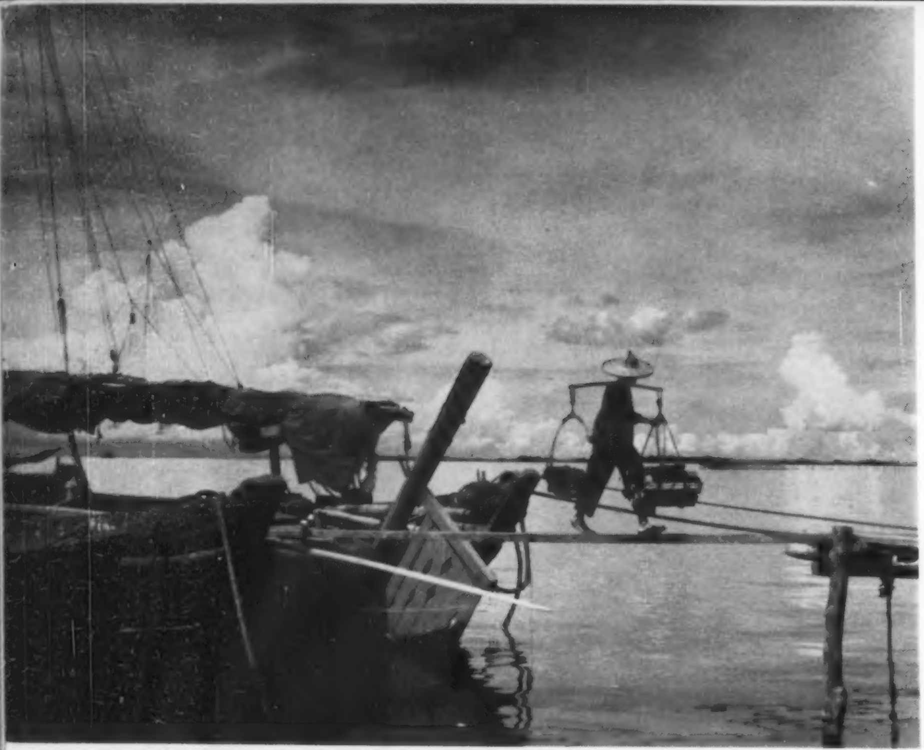
First quarter 1962 trade performance was a considerable improvement over the last quarter of 1961: seasonal forces pushed exports up to $43 million, while imports climbed only to $34 million. The chief exports for the quarter were sugar and products ($25 million), coffee ($8 million), cocoa ($1.2 million), and tobacco ($1.1 million).

There has also been much activity in the important field of housing. A National Housing Institute was formed, as well as a National Housing Bank with 10 pesos in capital.

Home Savings and Loan Associations are encouraged and regulated by a new law, and housing cooperatives are being founded, while the U.S. Peace Corps is preparing to begin a community development program. To emphasize the seriousness of its intentions, the Council of State has promised a rural and urban housing program "without precedent."

Demand deposits in commercial banks rose somewhat during the first 2 quarters of 1962 as new credit was extended to both the Government and the private sector, and as returning confidence and increasing wages caused individuals to increase their deposits.
June the Chase Manhattan, and the First National City Banks opened branches in Santo Domingo.

There were a number of work stoppages, attacks on property, and street disturbances, but public order gradually improved. Elections for a constituent assembly have been set for next month. After the Constitution has been revised, general elections will be held in December. In February 1963, the Council of State plans to hand over the reins to the newly-elected government.



RECOVERY AND CONCERN: The foreign trade of Hong Kong showed a dramatic recovery as 1962 began and as more modern means of loading and unloading cargo began to replace the traditional methods (above). The British Colony, however, has expressed concern about recent American requests to restrain the exports of various categories of cotton goods. (Photo by British Overseas Airways Corporation)

Hong Kong growth continues; U.S. textile ban causes concern

Debt-free housing program paces construction boom; U.S. sales jump 33% in first quarter, reversing downtrend

Hong Kong began 1962 on a note of cautious optimism. On the one hand, foreign trade had recovered dramatically, the budget showed a large surplus and the building boom continued unabated. At the same time, however, there was great concern for the Colony's textile industry due to U.S. requests for export restraint, and its treatment by the European Common Market should the United Kingdom join.

Trade was up with most principal trading partners during the first quarter and the over-all picture showed an export increase of 12.6% over 1st quarter 1961. Wage levels remained firm, and there were no signs of labor unrest.

Total trade amounted to $483 million, 7.5% higher than 4th quarter 1961 and 16.1% higher than the first quarter of 1961. Imports totalled $297 million, while exports and reexports totalled $187 million.

Get it in writing

Price is always a factor in the fast-moving, highly competitive Hong Kong market, and new American exporters are well advised to establish firm contracts with new Hong Kong trading contacts in order to preclude possible trade disputes. The number of U.S. firms with Hong Kong representation is steadily increasing.

Hong Kong's manufactured exports were up by 15% in January and February, whereas the increase for the entire quarter was only 4.4%.

The dominant factor was the tremendous volume of textile exports to the U.S. in the first 2 months, partially in reaction to President Kennedy's request that the U.S. Tariff Commission consider levying an 8½ cent-per-pound equalization fee on cotton imports, and partially to complete transactions prior to restrictive U.S. action.

Textile exports, which accounted for most of the phenomenal 89.2% increase in total exports to the U.S. in the first quarter of 1962, receded after U.S. requests in February and March for restraint on various categories of cotton goods.

U.S. sales rally

American exports to Hong Kong made a significant recovery during the quarter. Zooming 33% above fourth quarter 1961, they reversed a downward trend which began in July 1961.

The leading American product and commodity lines for export sales opportunities are: air conditioning and refrigeration equipment; polythylene moulding compounds; cigarettes, antibiotics; oranges and tangerines; soya bean oil; fresh, frozen or chilled poultry; paper board; fresh, frozen or chilled meat; polystyrene and styrene copolymers; food wastes and prepared animal feed; pharmaceutical products and medicaments; apples; canned crustacea and molluscs; and iron and steel blackplate (29 gauge and lighter).

Reexport opportunities for American products from Hong Kong to Southeast Asia and South Korea include electrical household appliances, petroleum products, plastic raw materials, pharmaceuticals and surgical equipment, automobile accessories and photographic equipment.

The building industry carried more than its weight as a stimulant to the economy, with the value of new construction completed during the quarter 18.4% above 4th quarter 1961. New factory construction has greatly increased, and there is a steadily rising volume of new building applications.

Reduced interest rates have quickened the pace of financial transactions. The Bank of England reduced its rates from 6 to 5%, precipitating a cut of ½% by Hong Kong banks down to 6% on prime rates. Late in April the Bank of England dropped rates to 4½%, but Hong Kong banks are not believed to plan any similar change at this time.

The budget which was approved in March reflects the continuing satisfactory financial position of the Colony.

The budget for fiscal 1962 (April 1, 1961–March 31, 1962) showed a surplus of $16.7 million, continuing a nearly perfect record of budgetary surplus since the end of World War II.

A newly inaugurated government lottery is expected to provide $340,000 in public revenues for social welfare projects.

Hong Kong's resettlement program, accomplished entirely without deficit financing, has attracted international attention for its imagination and speed of execution. There are plans to resettle 500,000 more people within 5 years.

The newly-approved Shatin Valley Development Plan, which includes residential, industrial, mining and central zones, is an example of governmental efforts to develop low-cost land sites which will encourage light industrial development and create new jobs for the rapidly expanding labor force.

The Freight Joint Committee of the major trade and industrial associations prevailed upon the Freight Conference to reduce rates, thereby enhancing the Colony's ability to compete in world markets.

Tourism increased with 105,000 air arrivals, compared to 90,000 in first quarter 1961.

Freight wheel pact joins South African, U.S. companies

American Brake Shoe Co. licenses Scaw Metals to make steel products

Freight-car wheels and other products of the American Brake Shoe Co. will be manufactured by Scaw Metals, Ltd., Johannesburg, under a 15-year agreement between the U.S. and the South African firm.

The agreement, with a 3-year cancellation clause, provides for the supply of capital, trademark rights, and technical data to Scaw Metals, according to the American Consulate General in Johannesburg.

Scaw Metals is one of South Africa's largest manufacturers of steel products. It will have exclusive use of proprietary technical information and patents on the American company's cast-steel freight-car wheel in South Africa and neighboring African countries. In addition, Scaw Metals will issue and sell from time to time 250,000 of its ordinary shares to American Brake Shoe, whose total investment in the South African firm will be $700,000.

Brazilian auto output jumps; measures taken to improve depressed northeast region

State railroads, power and oil firms plan improvements

IBM subsidiary planning to make computers

Automotive production furnished the most encouraging feature in Brazil's economy during May, and arrival of the first shipment of U.S. wheat furnished under a new agreement was among several developments aimed at relieving her destitute Northeast provinces.

Brazilian automotive vehicle production spurted to 17,512 units during May, an increase of 18% over April and 33% over May 1961, according to the U.S. Embassy in Rio de Janiero.

The Brazilian Federal Savings Bank has reportedly initiated an automobile financing program providing for a 20% down payment, with the balance to be paid off in 48 installments with monthly interest at 1%. The operating funds were set at 200 million cruzeiros (about $500,000).

The auto to be financed is a simplified version of the regular Aero Willys built by Willys do Brasil, S.A., a subsidiary of Willys Overland Corp.

Will make computers

It was announced that IBM do Brasil—Industrias de Maquinas e Servicos will soon begin to manufacture electronic computers in Brazil.

The National Economic Development Bank has guaranteed the State-controlled electric power company, Centrais Eletricas de Minas Gerais (CEMIG), 14 million German marks to purchase equipment from West Germany for the Tres Marias hydroelectric plant.

The Brazilian Federal Railroad, Rede Ferroviaria Federal (RFF), estimates it will need 400 meter-gage units to complete the network's conversion to diesel-

BRAZILIAN POWER: The Itutinga Dam Power Project is one of several hydroelectric programs for the development of Brazil's Rio Grande River to supply Rio de Janiero and Sao Paulo. (World Bank Photo)

TUNNEL MOUTH: Workmen and equipment at the Furnas Hydroelectric Development Project on Brazil's Rio Grande River are framed by the watery entrance of a partially completed tunnel. The first stage of the two-stage, 1.2 million kw. project, largest ever undertaken in Latin America, is due for completion within a year. (World Bank Photo)

electric traction. RFF had received 500 broad-gage locomotives by the end of 1961.

The cost of the new locomotives, including spare parts, will be about $80 million. Financial arrangements have already been made for the purchase of 110 locomotives this year, and Canada has granted a credit of $10 million for 56 locomotives to be used in the Northeast.

A contract to sell 150 freight cars valued at $180 million to the Uruguayan Railroad was signed in April. The Brazilian manufacturers are the Companhia Industrial Santa Matilde, the Companhia Brasileira de Material Ferroviario (COBRASMA), and the Fabrica Nacional de Vagoes.

Preparatory work has been started by PETROBRAS (the Brazilian Government petroleum monopoly) for a 608-mile oil pipeline between Rio de Janeiro and Belo Horizonte. Pipe-laying is expected to begin in September and should be completed in about 2 years. The pipeline will have an initial flow of 70,000 barrels of petroleum daily, increasing eventually to 100,000 barrels.

The Government of Minas Gerais State announced a 35 billion cruzeiro issue of highway bonds, redeemable in 15 years, guaranteed by major banks. The issue features semiannual lottery drawings over a 6-year period with prizes running as high as 200 million cruzeiros, together with redemption of the winning bond at double the original face value.

Development incentives

Among new methods of assisting the economic development of the Northeast, the Bank of the Northeast is experimenting with a program to finance small companies. Loans for 3 to 5 years are being granted to assist expansion programs of companies already established in the Northeast. Certain other incentives are already provided, such as income and import tax exemptions for specific industrial projects in the Northeast.

An Air Ministry recommendation to grant exchange, taxation, and financing concessions to companies establishing manufacturing facilities for aircraft equipment has also been approved.

The first shipload of wheat arrived in Rio de Janeiro May 29 under the fourth PL 480 agreement providing for 800,000 metric tons.

Sugar production through March of the 1961-62 crop year reached 54.9 million bags, about 94% of the planned production of 58.5 million bags. Production through March is 5% larger than the previous year.

Preliminary trade estimates place the 1962 Brazil nut crop at 25,000 metric tons, 15,000 of which is from the State of Para. This crop would be only half as large as 1961. The reduction is due to the low yield of the Brazil nut tree in alternate years and to the level of the Amazon and Tocantins Rivers, which made the area less accessible to pickers.

Pharmaceutic representatives in talks with Government

Representatives of the pharmaceutical industry met July 10 in Washington with officials of the U.S. Department of Commerce and other Government agencies to review the expanded aids which the Government now offers in the export trade area.

Also discussed were some of the problems they face in extending their operations into other countries.

The conference was one of a series of industry-Government meetings conducted by the Commerce Department's Business and Defense Services Administration.

Small Venezuelan farms use Alliance loan for U.S. goods

The Export-Import Bank has authorized an Alliance for Progress loan of $2.5 million to the Government of Venezuela for relending to small farmers, enabling them to purchase U.S. farm machinery.

Diversified agricultural machinery and equipment to be supplied under the credit includes general agricultural machinery such as tractors, plows, harrows, cultivators, mowers, silos, spraying equipment and harvesters; dairy machinery and equipment such as milking machines, refrigeration tanks, milking stalls and feed mixers; and equipment for hog and poultry production.

The Eximbank transaction is designed to permit the small and medium-sized Venezuelan farmer to finance purchases of U.S. agricultural equipment. Farmers may apply to the Banco Agricola y Pecuario, a Government owned bank in Caracas, for credit to obtain specific items. With credit approved by the Banco Agricola, the farmer can then place his order with Venezuelan distributors and receive deliveries through normal trade channels.

The loan will help implement Venezuela's program of agrarian reform and contribute to over-all agricultural and economic development. The funds were allocated under a $25 million line of credit established for Venezuela in 1961.

U.S., Common Market join first cooperative project

The U.S. and the Common Market nations of Europe have joined together for the first time in financing a major development.

The Agency for International Development (AID) has announced that a $35 million railway expansion project in the Federal Republic of Cameroon will be financed jointly by AID, the European Economic Community (Common Market) and France. The U.S. contribution, a loan of $9.2 million, will help finance foreign exchange and local costs of material, equipment and services for the project. Cameroon is contributing the right of way and other facilities for extending the system 205 miles from the capital city, Yaounde, to Gyoum.

The 40-year U.S. loan includes a 10-year grace period and a credit fee of ¾%. Repayment of both principal and fee will be in U.S. dollars.

European Investment Bank's activities pick up despite Market slowdown

Common Market's development bank blames limited capacity rather than slackening demand; loan activities at new high

The European Investment Bank's Annual Report for 1961 describes the continued rapid expansion of the European Economic Community's economy.

The Bank notes that, while the rhythm slowed down somewhat during this third year of boom conditions, the reason was due less to a slackening of demand than the difficulties encountered in increasing output. Built-up pressures on the labor market and the thinning of available capacity curtailed production, according to the U.S. Mission to the European Community at Brussels.

In the first 4 years of the Common Market's existence, the gross national product of the EEC countries rose by 21% in real terms. It was greatest in Italy where the increase was 30%; followed by Germany, 26%; the Netherlands, 18%; France 15%; Luxembourg, 14%; and Belgium, 10%.

The rise in the real per capita national product was 27% in Italy; 20% in Germany; 11 to 12% in France, the Netherlands and Luxembourg; and 7% in Belgium. Between 1957 and 1961 the per capita product in the Community rose an average of 16%.

Trade tails off

Community exports exceeded the previous year by only 5% in value, whereas for 1960 the rise was 14%. Likewise, imports rose by only 5% as against 20% in 1960.

On the other hand, trade within the Community continued to rise considerably, reaching almost $12 billion in 1961, an expansion of 16% over 1960 and 70% over 1957, the last year before the Common Market came into being.

Gross investment in the EEC rose about 9% in real terms, or more rapidly than GNP in 1961; the share of investment in the national product rose from 21% in 1960 to 22% in 1961. According to provisional estimates, overall gross fixed investment in the 6 Community countries amounted to $44 billion and net investment to $26 billion in 1961.

Approximately one-quarter of net investment was met from the capital markets, slightly over a third from increases in medium and long-term credits obtained through banks and credit institutions, and the remainder largely from business self-financing.

During 1961 the European Investment Bank (EIB) expanded its loaning and other activities considerably over the previous 3 years of its existence.

Organized in 1958 under the Rome Treaty which established the European Economic Community (EEC), the EIB makes or guarantees loans to facilitate development of less-developed regions in the Community, to firms requiring adjustments to the progressive development of the Common Market, and for projects of common interest to several member states.

Loans for 10 projects totaling $66 million were approved in 1961, as compared with 5 loans for $41 million in 1960. The 1961 loans were distributed among the EEC member countries as follows: 4 loans totaling $24.4 million in Italy; 4 loans totaling $12 million in France; 1 of $25 million for electrification of a North-South rail link in Germany; and 1 of $4.8 million in Belgium for a paper-pulp factory in the depressed Borinage coal district.

From its formation until the end of 1961, the Bank approved 22 loans totaling $160 million. The Bank's financial share in the projects for which it made loans has averaged 16% and has varied in individual cases between 8 and 63%.

Italy has received the largest share of the total loans thus far, 54%; France has gotten 24%; the Federal Republic of Germany, 17%; Belgium, 3%; and Luxembourg, 2%.

On the basis of distribution by economic sector, 36% of the loans have been allocated to industry, 31% to transportation, 26% for energy, and 6% to agriculture.

First loan to Belgium

During 1961 the EIB approved its first loan to a Belgian undertaking, which was also the first loan for reconversion of an area affected by structural changes associated with European integration.

Also for the first time, the EIB approved loans for the improvement of transport infrastructure and made use of "Clause B", whereby the Bank may demand interest and repayment in any one of the 6 EEC currencies.

The EIB noted that except for the Netherlands, where interest rates ranged from 4.5 to 5%, the effective long-term interest rates in the EEC countries have been very similar as far as the lenders are concerned, ranging from about 5.7% in France and Italy to 6% in Germany.

However, the real cost to borrowers still varies from country to country on account of differing fiscal systems and conditions of issue. Beginning in May 1961, Dutch authorities allowed the issue of debentures on behalf of foreign public or private borrowers.

Lighting fixture exports from U.S. up 17 percent

Sales of parts increase 30.9% in 1st quarter '62 shipments

U.S. exports of electric lighting fixtures totaled $3 million for the first quarter of 1962, gaining 17%, compared to the first quarter of 1961.

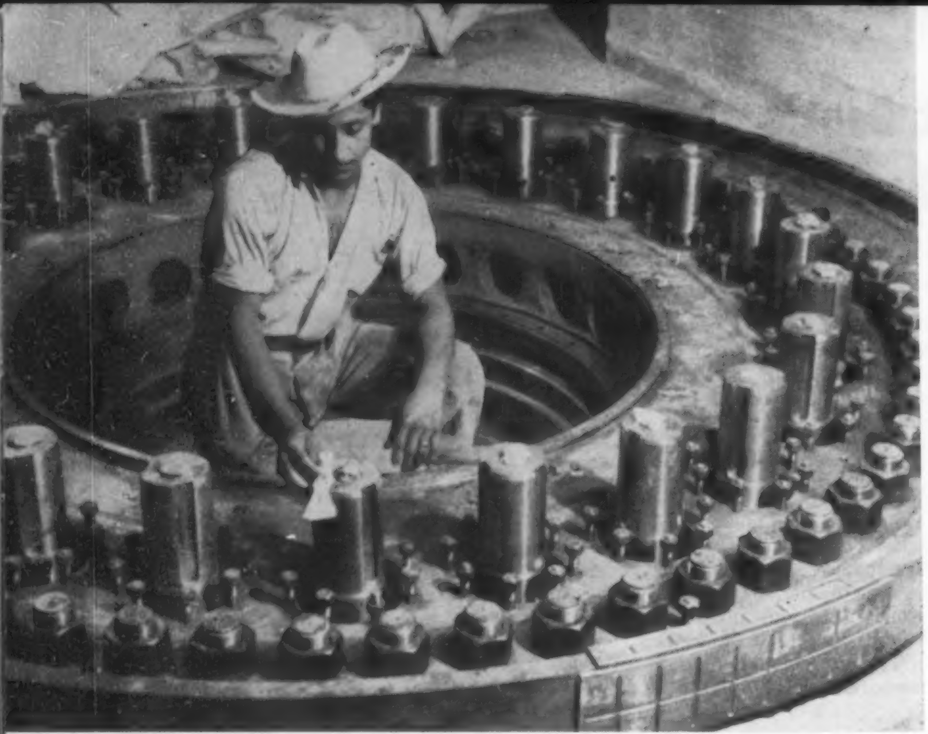
Of the various fixture types, fluorescent and interior incandescent fixtures showed declines of 6.8% and 3.5% respectively, while exterior incandescent and parts registered increases of 1% and 30.9%.

Sales of parts rose from $1.6 million in 1961 to $2.1 million in the first 3 months of 1962, contributing 66% of lighting fixture exports.

Canada continued to be the primary market for U.S. fixture exports, taking about 52% of the total. The Common Market area, including the U.K., took a greater relative share of exports as sales there rose from $46,776 in 1961 to $210,176 in 1962.

Florescent fixture sales amounted to $271,280 in the first quarter of 1962. Shipments to Central America and Mexico declined from 50.5% to 30.3% of the total as the European market increased from 3.8% to 13.1%.

The substantial increase in the export of lighting fixture parts came primarily from an increase in European purchases. Although Canada accounted for 58% of the export market with purchases totaling $1.2 million, Europe increased its relative share of purchase from $72,897 or 4.6% in 1961 to $244,187 or 11.9% in 1962.



FINISHING TOUCHES: A Mexican workman makes final adjustments on a turbine being assembled for the Tingambato Hydroelectric Project. Despite a number of new plants, a drive to manufacture items which are now imported, and several loans, Mexico's economy remains sluggish. (World Bank Photo)

Mexican economy still languid despite new industries and drive to produce items now imported

Government gets foreign loans, needs more; trade improves; investors get tax exemptions and credits; farms satisfactory

The Mexican economy remained sluggish in April and May, following the pattern of recent months and the normal seasonal trend. There was expectation of an upturn, but without indications that a general upward trend has yet been established. Several Government projects were inaugurated, and a substantial number of firms were established or enlarged.

Public and private sectors sought to improve confidence in business after an exchange of views between the 2 at the Bankers' Convention late in March. A number of foreign loans were announced, a program to encourage Mexican manufacture of many items now imported was discussed, and the Minister of Finance told the press that Mexico's long-range national economic development plan would soon be ready.

Imports vary, exports keep rising

Total imports as well as imports from the U.S. rose in March but dropped in April. Overall imports rose from $81.3 million to $95.8 million in March, but sagged back to $86.2 million during April. U.S. sales jumped from $55.2 million to $68 million during March, but dropped all the way back to $55.5 million in April.

On the other hand, exports rose steadily through the end of April, going from $71.2 million to $82.3 million in March, and nudging up to $85.7 million during April. The U.S. share of these exports rose correspondingly, from $46.6 million to $51 million in March, and up to $59.5 million in April.

The March increase in imports occurred principally in machinery, industrial raw materials and livestock feed. March exports increased mainly because of continued heavy shipments of cotton and sugar. The decline in April imports was attributed to uncertain business prospects. Exports were generally better than expected, particularly for sugar, coffee, cotton, peanuts, tomatoes, and petroleum.

The prolonged Easter vacation during the middle of April contributed to the sluggish spring business performance. Hotels and transportation companies did a brisk business with holiday travelers, but many other lines of business, such as cement, iron and steel, chemical, office equipment, and automobile sales, fell below March levels.

Vacation hurts sales

Retail sales rose slightly in April, but slowed in the latter part of May when Government employees took their regular spring vacations. April department store sales dropped almost 10% below March, then rose by 2% in May, but were still below May 1961.

The stronger retail lines during May were hardware and sporting goods, while the weaker ones were home furnishings, appliances, and wearing apparel. May sales of medical and laboratory equipment, chemicals, and automobiles were higher; cement, iron, and steel held their own and retail foods and textiles were off.

Tight money and slow collections continued in most businesses. Retailers pressed delinquent credit customers, and wholesalers weeded out slowpaying retailers and were more selective in granting credit.

Cotton textile production and sales declined in May, following a slight recovery in April. Tighter credit terms and higher wholesale prices combined with moderate consumer demand to reduce sales of wholesale goods. Woolen mill activity also declined in May, but the artificial fiber industry reported a 5% output rise compared with April 1962 and May 1961.

Industrial activity

The Government-owned Siderurgica Nacional, which recently signed an agreement to manufacture American carding and spinning machinery, also wishes to produce looms under a licensing arrangement, and was reportedly negotiating with U.S., Belgian, Japanese, and Czech manufacturers of weaving equipment.

The Government-owned automotive plant, Diesel Nacional (DINA), has announced an agreement with the French Renault Company to manufacture motor blocks for incorporation in Renault automobiles assembled by DINA. Other types of Renault autos and a line of commercial trucks will also be introduced in Mexico, which will increase total production of Renault vehicles from about 8,000 to 12,000 annually.

The new shipyard and docks at Mazatlan, Sinaloa, costing 7 million pesos, was inaugurated May 5. New port facilities, costing 200 million pesos, were also inaugurated at Salina Cruz, Oaxaca, on June 1. These 2 projects are part of the Marine Ministry's program to improve 22 ports on both coasts, of which 15 are scheduled for completion by the end of this year.

Buying out aliens

A Mexican group won control of Compania Industrial de Orizaba, Mexico's largest cotton textile company, when it purchased more than half of the stock from French and Swiss stockholders in June. The company's spinning and weaving mills will be modernized.

The Director of Petroleos Mexicanos (PEMEX) announced in May that the chemical firm Sales y Alcalis, S. A. had increased its capital from $1.6 million to $12 million, and had obtained a $32-million loan to establish a petrochemical complex near Coatzacoalcos, Veracruz, to produce chlorine, caustic soda, and soda ash. One-third of the capital was subscribed by Pemex, one-third by Mexican investors, and the remaining third by U.S. and Italian interests.

German chemical plants

Quimica Hoechst de Mexico, S. A. (German subsidiary) has established 2 chemical plants, one for coal tar products and the other for synthetic resins.

Cyanamid de Mexico, S. A. announced in April the establishment of a $1.6 million plant in Guadalajara, Jalisco, to produce pharmaceuticals, veterinary products and feed supplements.

The lumber firm Compañia Maderera de Durango plans to establish an activated charcoal plant in El Salto, Durango. The firm was reportedly seeking a $4.8 million loan from the Bank of America. Plans for a second activated charcoal plant were made public in May when the Hooker Chemical Corporation (N.Y.) announced that its new subsidiary, Actibon, S. A. de C. V., will produce activated charcoal in the Mexico City area.

Impetus to industry

International lending agencies have recently made moderate-sized loans to Mexico for certain development projects and government spokesmen say these institutions are considering additional substantial financing for Mexico

The Minister of Finance has announced 2 loans from the Inter-American Development Bank (IDB) Social Progress Trust Fund, one for purchase of $400,000 of experimental equipment and laboratory instruments for the Instituto de Investigaciones Tecnologicas, A. C.; the other for $1 million to help finance a project to raise agricultural activity in Yucatan State.

The Export-Import Bank has made a 10-year loan of $14.9 million to the National Railways for purchasing 64 diesel electric locomotives and track maintenance machinery and equipment.

The International Bank for Reconstruction and Development (IBRD) announced a loan of $160.5 million late in June of which $30.5 million will finance a program of toll roads, and $130 million will go into the expansion of the Federal Electricity Commission.

Top government officials met with private sector representatives early in May to provide incentives for the manufacture of some 500 products whose imports might be reduced (or exports increased). Government incentives will take the form of tax exemptions and credits. The program, estimated to cost between 15 and 20 billion pesos, should be completed in about 3 years.

Financial conditions are relatively static, although bank deposits have increased slightly as compared with 1961. Credits and collections were no worse than formerly, and some investor interest appeared to have awakened.

Tourist trade good

Preliminary data indicate 65,359 foreign tourist arrivals in April, exclusive of border crossings, compared to 66,789 in March. Prospects for the summer tourist business continue favorable.

Postal rates were raised on May 1, with the new minimum rate for first class mail to the U.S. increased to 40 centavos for letters and 20 centavos for postcards. The new airmail rate to the U.S. is 80 centavos for 10 grams.

Rainfall was average in April but low in May, and the volume stored in irrigation dams at the end of May was 43.7% of capacity, the lowest seasonal level since June 1958.

Government officials said that this year's corn crop will be sufficient for domestic needs. The 1962 cotton harvest began in May, and the trade predicted a 2-million-bale crop, slightly above last year's.

Cattle herds are larger in major exporting states, and sparse rainfall has reduced grazing capacity, so cattle exports in 1962 will probably surpass 600,000 head. Accordingly, cattle export quotas were increased sharply, to 624,000 head for the export year ending this August.

Attracting retired aliens

The regulations of the General Law of Population were changed to provide more liberal treatment for foreign residents who enter Mexico to spend their retirement.

Secretary of Industry and Commerce, Raul Salinas Lozano, accompanied by officials from his Ministry and a number of prominent businessmen, paid an official visit to Washington in May and later visited industrial plants in various parts of the U.S.

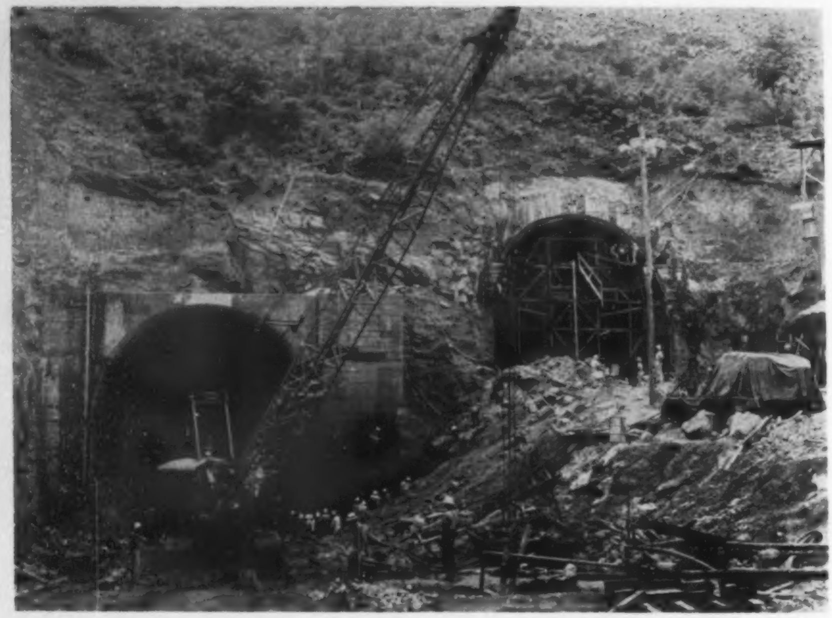
At the Second Inter-Parliamentary meeting in Washington during May, more than a score of Mexican legislators from the Senate and House of Deputies met with members of the U.S. Congress. Topics discussed included foreign trade, investment, tourism, and migrant labor.

The indexes of wholesale prices and food costs for Mexico City remained stable in May, although both were slightly higher than at the same time in 1961, the former by 1.1% and the latter by .6%.

Argentina making headway in drafting Alliance plan

The Department of State has announced that U.S. representatives have been holding "highly constructive" meetings with officials of the National Development Council of Argentina, to review and discuss Argentina's progress toward formulation of a national development program within the framework of the Charter of Punta del Este.

Particular emphasis is placed on the strengthening of agriculture, infrastructure and basic industries, and the promotion of exports. Discussions are continuing regarding the financing of specific development projects within the framework of the development program.



DOUBLE DUTY: Construction continues on the $100 million Yanhee hydroelectric project, which is designed to fulfill the power and irrigation needs of northern Thailand when its first two 70,000 kw. generators go into operation in 1964. Above, a crane works at the mouth of the dam's 2 main outlet tunnels. Additional generators will bring its ultimate capacity to 560,000 kw. (World Bank Photo)

New investment law, rising trade draw U.S. business to Thailand

Huge dam nears completion; oil industry being developed; imports grow faster than exports, but balance is favorable

A liberalized investment law and growing foreign trade are attracting increased U.S. business and investment to Thailand, where a $100 million American-constructed dam is nearing completion and several oil firms are helping to build an oil refinery as well as surveying and drilling for oil in the northeast section of the country.

Thailand's economy has been characterized by limited production advances and expansion of both exports and imports during 1962. Overall industrial growth has been relatively slow, but the recent revision of the Industrial Promotion Investment Act may quicken the expansion rate.

Although both exports and imports have increased, the relatively greater growth in imports has resulted in a smaller trade surplus for 1962.

The enormous $100 million Yanhee dam in northern Thailand is scheduled for completion in 1964.

Construction is being done by the Utah Construction Co. of San Francisco and Brown and Root Co. of Houston. The project was designed by Sverdrup and Parcel, a St. Louis engineering consulting firm which is supervising overall construction.

A $66 million World Bank loan is financing the foreign exchange costs of the project, which was begun in 1955.

Six 70,000 kw generators will be added to the 2 contained in the completed dam, bringing its ultimate capacity to 560,000 kw and increasing the project's total cost to $184.5 million.

Thailand's relatively undeveloped oil sector received considerable impetus towards future development on June 9 when Prime Minister Sarit Thanarat laid the foundation stone of the Thai Oil Refinery Co. (TORC) Sriracha site.

The $28 million, 40,000 barrel-per day refinery represents the biggest single investment of the 160 industrial projects negotiated thus far in Thailand.

Backed by Shell Oil Company, British, French, American, Dutch, and German interests have invested in the project and are supplying necessary components for its operation. The refinery is expected to begin operations in late-1964.

The Thai Council of Ministers also granted permission to the Union Oil Company of California to survey and drill for oil in the northeast sector of the country. Invitations were extended to other firms interested in survey concessions for other parts of Thailand to submit proposals by October 1 of this year.

Prime Minister Sarit expressed his hope that the refinery and other projects would serve as actual proof of the Thai government's sincerity in promoting investments.

Elsewhere in the industrial sector, the Board of Investment received 23 investment applications, approved 13 applications and issued 12 investment certificates.

Certificates covered agricultural tools, hotels, cement, galvanized iron sheet, steel products, flashlight cases, gunny bags, nails, flour, gypsum and cold storage facilities. The applying organizations had a total registered capital of about $11.5 million with an anticipated employment of 3,000.

Investment privileges widened

Other recent events portend increased efforts to invigorate the Thai economy, including the recent revision of the Promotion of Industrial Investment Law which granted broader privileges to approved investors and appointed a new management for the Industrial Finance Corporation, a Government corporation designed to grant development loans.

The minerals and metals sector ranked among the more promising parts of the Thai economy with almost all of the commodities included in this listing showing production and earnings increases over 1961. Tin had a 12.6% production gain; cement 55%; iron ore 360%; manganese more than 512%; and gypsum 117%.

On the other hand, fluorite, lignite and lead experienced large losses from their 1961 levels. Most other items showed negligible changes.

Overall export earnings of the above-mentioned items were about 42% above

WATER BEETLES: Native boats clog the navigation lock of Thailand's Chao Phya Dam, waiting for the locks to open. Adequate development of her water resources is vital to Thailand's drive to economic maturity in modern Asia. (UN Photo)

January-March 1961. Approximately 90% of this gain was accounted for by increased tin exports, but cement, salt, and iron ore also were relatively important.

Budget surplus

Government revenues for the first half of the Thailand fiscal year (October 1 to March 31) were above expectations, while expenditures remained below budgeted levels, partly due to postponed spending on previously approved projects and generally conservative budgeting procedures. This favorable budgetary result conforms to the traditional pattern, whereby anticipated revenue is underestimated and expenditure over estimated.

The agricultural sector was characterized by high export levels and above-average second harvests of certain crops. Rice exports showed exceptional strength and set a record high for recent years. Compared with a year ago, domestic wholesale prices of rough paddy rice were up 12% for the best grades and 25% for those of lower quality. Milled rice prices for the domestic and export markets also advanced.

The Thailand Government has raised rice premiums to prevent a domestic supply shortage and retard a price rise. The Government has also required exporters to report transactions of over 1,000 metric tons prior to making commitments and has initiated a stockpiling program. Under the latter, exporters are required to sell one ton of rice to the government for each ton exported at prices below those billed for export sales.

Thailand's 1962 corn production goal has been officially set at 650,000 metric tons, but later estimates place the yield at closer to 600,000 metric tons. First quarter exports of corn, while slightly lower in volume than in 1961 were, nevertheless, greater in value due to an 8% rise in prices.

Thailand continues to have a ready market for her corn exports, as Japan's trade representatives have indicated their willingness to purchase all exported corn, provided the quality remains satisfactory.

Unlike corn, the market for kenaf is clouded. Although first quarter kenaf exports have increased by almost 50% over 1961, earnings are about 22% lower than for the comparable period last year. To reduce accumulated stocks, some kenaf has been shipped abroad to be woven into gunny bags; when shipped back to Thailand, bags made from Thailand kenaf enter free of import duty.

Trade with U.S. grows

Trade between the U.S. and Thailand showed a significant increase over the first quarter of 1961. U.S. trade figures showed a 16% gain in Thai products entering the U.S. and a 24% rise in U.S. exports to Thailand.

January-March data of this year put Thai exports to this country at $11.4 million and Thai imports from the U.S. at $17.7 million. Principal Thai exports to the U.S. showed mixed trends: tapioca and cassava were down 20% and crude rubber went up 16%. Among chief exports tobacco and manufactures were up 49%; machinery, automobile parts and accessories went up 21% while chemicals and related products tumbled 7%.

Tapioca outlook mixed

The future of Thailand tapioca sales abroad is also doubtful. A strong demand for tapioca meal in the European market has curtailed demand for tapioca flour. An anticipated tariff change on tapioca meal by the Common Market countries and the possibility of U.S. action against tapioca imports have both helped unsettle the market.

Increased demand for tapioca meal, however, boosted tapioca export earnings up some 65% (on a 57% increase in volume) compared to first quarter 1961; tapioca flour exports showed no appreciable change in volume or value.

The first half of 1962 was marked by general trade expansion for Thailand. Exports for the first 3 months stood at about $147 million while imports were held at approximately $139 million. This $8 million surplus was, nevertheless, a drop of nearly 50% from the $15 million surplus achieved a year earlier.

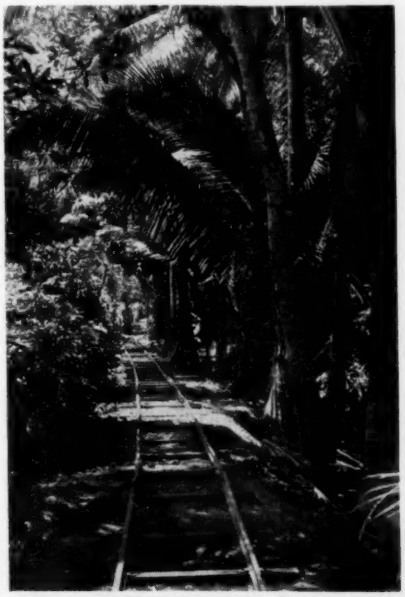
Rice, rubber, tin, kenaf, corn, teak, and tapioca comprised 79% of total Thai exports in first quarter 1962. Exports gained 13% over 1961, but imports jumped an even greater 21%. Chief import gains centered in chemicals, machinery and transport equipment.

Rice trade healthy

Rice exports have increased 10% by volume and 14.6% by value. The rice market was generally strong; and with sales of over 950,000 metric tons by the end of June nearly 70% of the rice export target for 1962 had been reached. Rice sales for the first 4 months of the year accounted for 41% of all exports. Indonesia, Hong Kong, Singapore, Malaya and Ceylon, in that order of importance, purchased 72% of all Thai rice exports.

The over-all trade pattern for rice continued to change, however. During the quarter rice shipments to Asia were down 5% compared with first quarter 1961; those to Europe up 194%; to Africa up 228%; and to the Middle East up 56%.

Large increases in rice sales were shown for Senegal, Denmark, The



YANHEE RAILWAY: This access railway through the jungle of northern Thailand gives some idea of the problems which had to be overcome in order to supply the material and equipment necessary for the remote Yanhee operation. (World Bank Photo)

Netherlands, Saudi Arabia, Hong Kong and Reunion Island while sales to Taiwan ceased after having been 44,000 metric tons in first quarter 1961.

Among other principal exported commodities, rubber exports fell about 5% by volume and 6% by value. U.S. stockpile disposal action was of some significance here.

Rising world tin prices caused a sharp increase in the value of Thai tin exports; while sales volume rose by nearly 19% the value of such sales shot up by almost 40%.

The opposite picture prevailed for kenaf, where export volume rose by almost 50% but earnings fell 22%. The volume of corn sales was slightly lower, while earnings advanced somewhat. Finally teak exports were down in both value and volume.

Good year to date

Thus far, 1962 has been encouraging. There are, nevertheless, some additional factors which should be taken into account. Because of this year's relatively limited rice supply and the resultant restrictions placed upon it, proceeds from foreign sales may be lower than anticipated. Rubber prices continue sluggish.

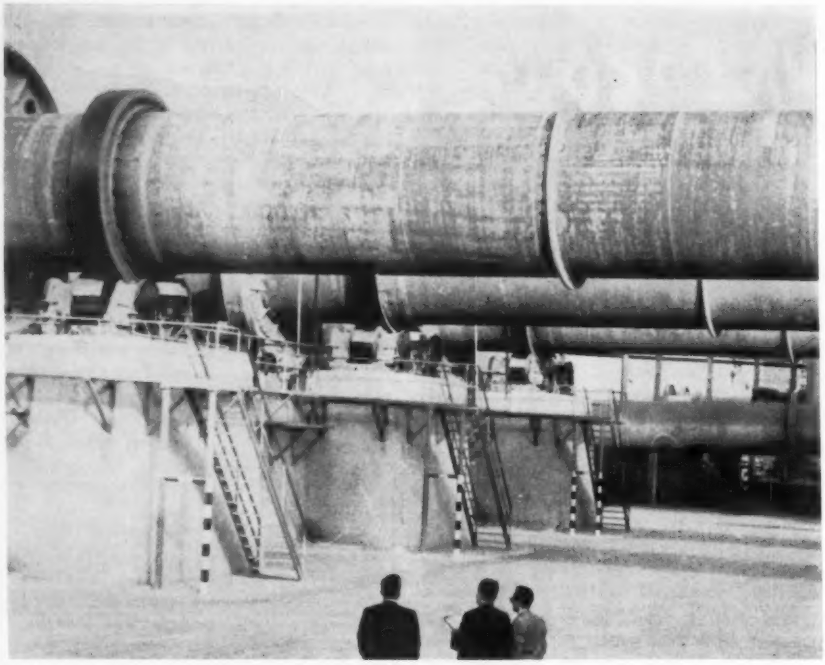
Because of the disappointing performance of kenaf, the clouded future for tapioca, and some apprehension over future tin prices, mean the outlook for the remainder of 1962 must be reviewed with some restraint. In spite of these curbs to optimism, the Thai economy continues to be a sound one in which long-term prospects are favorable.

Thailand's gold and foreign exchange reserves remained high standing at the equivalent of $451 million at the end of February; 7% higher than at year-end 1961, and 24% higher than at the end of February, 1961. The inflow of foreign exchange also helped increase the money supply, which rose approximately 10% in the year ending January 1962.

Inflationary signs

Some developments in Thailand's economy could be interpreted as reflecting inflationary pressure. Expansion of monopolistic features in some areas, sustained demand for higher-priced export rice and a continuous rise in the money supply could be considered inflationary.

However, the impact of these factors has been limited and has not distorted the general economy. Thailand has successfully withstood some inflationary pressure ever since it introduced a free currency in 1955, so the country's economy will probably remain in balance.



PERUVIAN CONCRETE: Officials of Compania Peruana de Cemento Portland inspect 3 rotary cement kilns as they prepare a modernization and centralization program for the company's Atocongo plant near Lima.

Alliance projects spark Peru cement plant reform

Will supply cement to $150 million hydroelectric project

The Compania Peruana de Cemento Portland has approved a 3-phase, multimillion dollar centralization and modernization program for its Atocongo plant near Lima, Peru.

This will increase capacity of the cement company's plant, located just outside Lima, by slightly more than 38%. Present capacity is 10,350 barrels per day.

Allis Chalmers International has contracted to provide 2 finish grinding mills, electric motors, air compressors for pneumatic transfer of cement materials to storage silos and packhouse, a hammer mill, vibrating screen, motor control units and 2 motor-generator sets.

Peruana Cement operates 3 other cement manufacturing plants in Peru. They are located at Arequipa, Chiclayo and Chilca.

This centralization will help implement Peru's wide range of social and economic development programs announced by the government at the end of 1960. After an austerity program which ended in July, 1960, the Peruvian economy appears to be heading into a new era of development and increased growth.

The financing for this project was provided by the Inter-American Development Bank (IDB), and is part of the development capital inflow from the U.S. under the Alliance for Progress.

Increased supplies of cement will be required for the following projects: the $150,000,000 Mantaro hydroelectric project in the Peru Via program designed to develop the sparsely populated valleys east and south of the central Andes; several vast low-cost housing programs for Lima and other principal provincial cities; port expansion at Matarani; Tacna irrigation and hydroelectric projects; airport improvement; and highway construction.

U. S. Government Actions

AID loans Pakistan $87 million to buy U.S. products for new industries

$45 million will be spent on U.S. iron and steel goods; second loan will buy components for 4,000 trucks, other industrial items

Pakistan will spend $87 million for American industrial products under the terms of 2 loans authorized by the U.S. Agency for International Development, (AID).

The loans are part of an international agreement sponsored by the World Bank to help finance Pakistan's second 5-Year Plan.

One AID loan will be used to purchase up to $45 million worth of American iron and steel products. The second loan, of $42 million, will buy U.S.-produced industrial commodities, including parts for 4,000 trucks. Pakistan plans to purchase truck components produced by General Motors, Ford and Chrysler. This will be the first major purchase of American made truck components for Pakistan assembly plants.

Although it had virtually no industry when the nation gained independence 15 years ago, by 1960 Pakistan increased its industrial output to the point where it generated 14% of the gross national product. Strong needs have arisen for iron, steel, machinery and raw materials, mainly to supply industrial plants. The country's industrial demands have also significantly increased transportation needs.

Proceeds from the second loan will also finance imports of U.S. industrial items. The equipment and material will be selected from the following list: civil aircraft parts; chemicals and dyes; pharmaceuticals and scientific instruments; geological equipment; lubricants; rubber and rubber products; fertilizers and pesticides; tractors; commercial refrigeration and commercial air-conditioning equipment.

Including these loans, AID has authorized a total of $207.9 million in long-term loans to Pakistan during U.S. fiscal year 1962, as part of the planned international assistance to Pakistan. Without assistance of this type Pakistan could not import items vitally needed to carry forward its economic development.

The new loans will result in a net increase of U.S. exports to Pakistan, since all of the equipment, materials, and services which they finance must be supplied from this country.

The present authorization calls for repayment of the loan funds by Pakistan within 40 years after the first disbursement, including a 10-year grace period. It provides for repayment in dollars and a credit fee of ¾% per year on the outstanding balance.

U.S. loans Syria $14.7 million for grain storage

Should save 11 million yearly; U.S. firm studied feasibility

The Agency for International Development (AID) has announced it will assist the Syrian Arab Republic set up a national system of grain storage and handling facilities. The program will save the country an estimated $11 to $12 million a year by 1964.

The $14.7 million loan will help Syria pay the engineering and construction costs of the grain storage system. All purchases of equipment and services financed by this loan will be made in the U.S.

AID will also lend Syria the equivalent of $7.7 million in Syrian currency to help defray local costs of the project. The Syrian currency was derived from the sale of U.S. agricultural commodities under the Food for Peace program.

Plans call for construction of 11 storage facilities, as well as a feed mill and 3 certified feed facilities. Eight of the storage facilities will be located near Jezireh, in the eastern section of the country. The rest will be in western Syria.

Syrian authorities have been exploring the feasibility of a national system of grain storage since the mid-1950's. The present plan is based on a revised feasibility study prepared by Weitz-Hettelsater Engineers of Kansas City, Mo.

Syria already has a 37,000-ton port facility at Latakia for handling grain, and the government is remodeling it for integration with the new national system. The cost of this work is not included in the loan financing.

The estimate of $11 to $12 million yearly savings, is based on conservative estimates of avoidable losses incurred under the present system.

The loan is repayable in dollars over a 40-year period, including a 10-year grace period.

Dominicans get Alliance loan for generating unit

Eximbank furnishes $3.4 million for purchase of GE product

The Export-Import Bank has authorized a $3.4 million Alliance for Progress loan to the Dominican Republic.

The loan was allocated under a $10 million line of credit established for the Dominican Republic, and will be used for the purchase of a U.S. steam electric generating unit. A government entity, the Corporacion Dominicana de Electricidad, will receive proceeds of the loan to help finance expansion of the Santo Domingo thermal power station.

The Corporacion serves both private and industrial customers, including such industries as a cement factory, a paper mill, a glass factory and flour and textile mills. In addition, seasonal loads are placed on power generating capacity by the operation of coffee processing plants.

Present power supplies are inadequate to meet the demand, and the generating unit made possible by the loan will be a major contribution to planned increases in the Corporacion's power capability.

The unit will be supplied by the International General Electric Company of New York. It consists of a 26,500 kw hydrogen cooled turbo-generator and an outdoor oil-burning boiler, together with necessary auxiliary machinery. IGE will participate in the financing of the early maturities of the $3.4 million loan.

AID helps develop TV-set powered by auto battery

May be educational breakthrough in teacher-shy developing nations

A major educational TV breakthrough may soon give developing nations vitally needed mass communication, bypassing normal educational channels which are handicapped by lack of qualified teachers.

The Agency for International Development (AID) has contracted with a private firm to produce a recently developed 23-inch transistor television receiver requiring only 32 watts of power when operating on a simple 12-volt automobile battery.

Total cost of the 1,000 sets which AID has ordered from the Warwick Manufacturing Co. of Chicago will be $400,000.

This is the first known television receiver with sufficient capacity to be used in community development educational programs where conventional sources of power are not available.

Need for this special type of television reciever results from the lack of any existing self-powered portable model of sufficient size for group educational viewing, normally with a single set for a community. In contrast to the 23-inch screen of this unit, largest transistorized portable set now produced in the U. S. has a 9-inch screen.

An AID spokesman said the largest single problem facing the developing nations is their lack of qualified teachers for schools and instructors for adult education, explaining that in large measure the answer lies in effective mass communication.

To meet the unique needs of this communications challenge, AID gathered together many of the existing tools of communications to collaborate in the development of new devices. Among these is the use of television in areas still well beyond the range of existing electricity transmission lines.

The first phase of this project, covered by the Warwick production contract, will require approximately 14 months, after which field operations tests will begin in 100 communities of countries having AID programs.

Foreign aid program results in sales of $18.7 million U.S. goods in June

Wide range of items sold by producers throughout the country

Foreign purchases of American-produced goods and commodities financed by the U.S. foreign aid program totaled $18.7 million during June, according to a report released by the Agency for International Development (AID).

Information on the amount of U.S. business generated by economic assistance programs overseas is compiled by the AID Office of Small Business from bank reports of letters of credit for transactions supported by economic assistance and development loans.

The Agency pointed out that the actual amount of U.S. commoditiy procurement was somewhat higher than the announced total, since the bank reports only cover letters of credit exceeding $10,000.

The American-produced goods purchased by foreign buyers—both governments and private importers—include a wide range of products. Sales were made by firms in all parts of the U.S.

All items shipped bear a distinctive color emblem to denote that the goods result from the U.S. aid program.

The above figure does not include foreign assistance contracts to American businesses and institutions for professional and technical services and projects in developing countries. During June, this aspect of the program resulted in awards of new contracts valued at $16.8 million and amendments to existing contracts totaling $12.7 million.

Terms of U.S. foreign aid agreements for both economic and technical assistance provide that American businesses, universities and institutions have an opportunity to receive service and supply contracts from assisted countries. In this way, approximately two-thirds of the money spent to finance U.S. aid overseas is returned to the American economy.

U.S. firm to plan African co-op housing

AID commits $60,000 to 7-month search for pilot project area

The Agency for International Development (AID) has authorized a Connecticut firm to survey the establishment of a pilot cooperative housing project in Africa under the U.S. foreign assistance program.

The FCH Company of Stanford, a subsidiary and operating arm of the Foundation for Cooperative Housing, Inc., of New York, was issued a project order of $60,000 to perform the service under an open-end contract with AID.

The African country where the housing program will be located will be selected after this survey. The pilot housing project itself is intended to provide a tangible example of successful cooperative housing to help meet the needs of low-income people in a developing country.

The order for the FCH Company survey will cover a period of approximately 7 months, beginning immediately. It provides for organization, training, architectural design, site selection, and other matters essential to the commencement of the pilot housing project.

Terms of U.S. foreign assistance agreements provide that American businesses or institutions have an opportunity to receive service or supply contracts involving overseas areas. In this way approximately two-thirds of the money spent to finance U.S. aid overseas is funneled back into the American economy.

U.S. sells surplus food to 3 nations under PL 480

The U.S. has concluded agreements selling more than $7.5 million in surplus food to 3 nations under the Food for Peace Program (PL 480).

South Viet-Nam will buy 9.9 million pounds of wheat flour, valued at $4.16 million; Indonesia will take 4.4 million pounds of U.S. rice, valued at $3.4 million; and Guinea will purchase $270,000 worth of soybean oil, cottonseed oil, dried and canned milk.

Ocean transportation costs are included in the sale price of each commodity.

In addition to being used to pay U.S. obligations and for various other U.S. purposes abroad, local currency proceeds from these sales will be used for the common defense in Viet-Nam and for loans to private U.S. and local firms doing business in Indonesia and Guinea.

PAPER: Scenic Ortmann is the site of this paper factory in Lower Austria, part of the increasingly prosperous country's burgeoning industrial economy. Upper Austria, Styria and Carinthia are among other regions with notable paper-making installations. (Austrian Information Service Photos)

STEADY RISE SINCE '53

U.S.-to-Austria exports still climbing, with $100 million held attainable this year

Austria's leading trade partners are Germany, Italy and U.S. in decade of prosperity, tariff liberalization accenting industrial raw materials, capital goods

By Karl H. Koranyi
Chief, Central European Division
Office of Regional Economics
Bureau of International Programs

The author

serves in the European Division of the Office of Regional Economics. He graduated from the Austrian Academy for World Trade and completed postgraduate studies at the University of Vienna. Before joining the Department, he was with the Securities and Exchange Commission, the American Embassy in Berlin and Paris and performed research counseling services in the fields of industry, international finance, and investment and merchandising.

With $88 million worth of U.S. goods sold to Austria in 1961 and the potential U.S. market in 1962 put at $100 million, Austria continues to be of constant interest to U.S. exporters.

Austria's trade has been shifting from Eastern Europe, traditional pre-World War II trading partner, to Western Europe and America.

Other changes in Austria's foreign trade have also occurred both before and after World War II. Industrial raw materials and capital goods have increased and agricultural products have decreased in importance.

Industrialization and prosperity combined with increasing agricultural self-sufficiency and trade liberalization account for the trade expansion and product shifts.

In recent years Austrian trade has been overwhelmingly inclined toward Western Europe, accounting for about 70% of all Austrian foreign commerce. Eastern Europe accounted for only 12% in 1961 and trade with the U.S. in the same year was 5% of the total. However, the U.S. ranked third behind Germany and Italy as Austria's main trade partners. Germany maintains its leading position as a major source of automobiles, machinery, chemicals and finished goods for Austria and is an important purchaser of iron and steel, paper and pulp, and machinery.

Although not appearing in the official trade statistics, there have been sizeable reparations shipments from Austria to the Soviet Union since 1955. Oil shipments of 500,000 tons are due to be shipped annually through 1964 but all other reparations payments have been completed.

Total corn imports in 1961 amounted to $18.4 million, fresh fruits $33.2 million, wool and animal hair $27.6 million and raw cotton $20.5 million. The U.S. sold Austria $3 million worth of corn and $10.7 million worth of cotton in 1961. Live cattle, soft wheat, and potatoes are Austria's major agricultural exports.

Austria's balance of payments has been

characterized in recent years—with the exception of 1960—by small surpluses on both current and capital accounts.

While merchandise trade has shown deficits of $110-150 million ($267 million in 1960), they have been exceeded by receipts from tourism and other invisible transactions, thus yielding a modest surplus on current account. Imports of capital from abroad, coupled with restrictions on transfers abroad by Austrians, have also resulted in net capital inflows despite compulsory deliveries by Austria to the Soviet Union under the provisions of the State Treaty. As a result of this trend the gold and foreign exchange holdings of the Austrian National bank increased from about $400 million in 1956 to about $750 million in the summer of 1961.

Under the General Agreement on Tariffs and Trade (GATT), Austria is obliged to abolish gradually its quota restrictions on imports. On the basis of 1953 import statistics, liberalization of Austria's non-agricultural imports from the United States increased to 93% at the beginning of 1962. This further liberalization resulted from a finding by the International Monetary Fund in 1961 that Austria's balance of payments position no longer justified import restrictions.

Import-Export Expansion

With Austria's imports steadily on the rise since 1953, total 1961 imports exceeded 1954's by 127%. Major 1961 imports were:

Foodstuffs 10%
Fuel and raw materials 22%
Semi-manufactures 18%
Machinery and transport equipment 31%
Other finished goods 16%

Machinery and machine tools led at $192 million.

Automotive products imports reached $98 million.

Chemicals imports totaled $115 million.

Solid fuels imports totalled $88 million.

Exports rose two-fold from 1953 to 1961, with finished goods gaining and raw materials in relative decline. Major 1961 exports were:

Fuel and raw materials 23%
Semi-manufactures 17%
Machinery and transport equipment 29%
Other finished goods 15%

Iron and steel exports totalled $218 million, ***wood*** $136 million, ***machinery and machine tools*** $95 million, ***paper and pulp*** $59 million, ***and electro-technical machines and apparatus*** $60 million.

IRON ORE HILL: The "Erzberg," Styria, forms a peak nearly 4,900 feet high, one of Europe's largest iron ore deposits, mined in ancient times.

The present customs tariff schedule is moderately protective, although some foodstuffs and raw materials are either subject to very low duties or duty-free, but subject to quota restrictions. Certain finished goods not manufactured in Austria or manufactured in insufficient quantities are granted duty-free entry or reduced rates. For more detailed information see *Import Tariff System of Austria*, World Trade Information Service, part 2, No. 59-18, February 1959.

Austria is a member of the European Free Trade Association (EFTA), but since her trade is preponderantly with members of the European Economic Community, or Common Market, she is seeking association with the Common Market to further her trade policy interests—chiefly the markets in Eastern Europe. Austria has announced that her moves in this direction will not affect the neutrality imposed on her by the State Treaty and related undertakings.

In keeping with the traditional importance of foreign trade operations to the Austrian economy, most modern commercial services are available, including free trade zones, trade fairs, commercial credit facilities and advertising.

Vienna is the major Austrian distribution center, linked closely with a network of sub-distributors in other important cities. As the capital city and the heart of Austria's most populous area, Vienna is the center of management, banking, and domestic and foreign commerce. In Vienna and throughout the country, retail establishments tend to be small and specialized but in recent years department stores and larger self-service groceries have become more common.

Many U.S. firms intending to sell in the Austrian market retain a competent agent or representative. The Austrian businessman, somewhat conservative in his buying habits, tends to stick with his established trade contacts. Personal contacts and the influence of the individual merchant on the consumer's tastes and preferences should not be underestimated. For details on establishing agencies see *Establishing a Business in Austria*, World Trade Information Service, part 1, No. 59-65, July 1959.

Representation

U.S. businessmen seeking trade or business contacts in Austria may consult with the Austrian Embassy's Economic Office, 2343 Massachusetts Ave., NW., Washington 8, D.C., or with an Austrian Trade Delegate at one of the following addresses:

31 East 69th St., **New York** 21, N.Y.

195 South Beverly Drive, **Beverly Hills,** Calif.

77 West Washington St., **Chicago** 2, Ill.

221 North Grand Blvd., **St. Louis,** Mo.

The Austrian Government, in addition to its Washington Embassy, maintains Consulates General in New York and Chicago, and is represented by consular officials in Atlanta, Boston, Cleveland, Dallas, Detroit, Los Angeles, Miami, New Orleans, Portland (Ore.), San Francisco and Seattle.

The United States maintains an Embassy in Vienna and a Consulate in Salzburg.

In the conduct of business, expeditious handling of correspondence, including the use of air mail, is greatly appreciated and helps compensate for the distances involved. Personal visits are worthwhile and generally warmly welcomed.

Goods may be imported, stored and even finally processed in free trade zones located in Vienna, Linz, and Innsbruck.

Austrian trade fairs offer many trade advantages and play a significant part in the economic life of the country. The largest and most international of these are the Spring and Autumn Fairs in Vienna. With over 3,600 exhibitors displaying a wide variety of commodities, each of these fairs attracts large numbers of domestic and foreign visitors. The Vienna International Trade Fairs are represented in the United States by the Austrian Trade Delegates listed on page 52. Major provincial trade fairs with an international flavor are held regularly in Graz, Dornbirn (primarily for the textile industry), Innsbruck and Klagenfurt.

Marketing and advertising expenditures are rising as domestic and foreign prosperity open up greater mass markets for many products. There are over 350 agencies and total expenditures in advertising was estimated at $60 million in 1961.

The establishment of a brand name in the Austrian market may take some time and effort. Samples are helpful to agents, wholesalers and retailers alike. American firms may enlist the services of local advertising agencies experienced in the choice of media and the nature of the Austrian market.

The use of posters is widespread. Generally of high artistic quality, these posters are displayed on billboards and on the well-known *Litfassaeulen*—cylindrical columns located on corners, near streetcar stops and in other public places. Small placards add color to the interiors of buses, streetcars and other public carriers. Poster advertising in Vienna is administered by "GEWISTA", Wien I, Rathousstrasse 1, while most bill boards and *Litfassaeulen* in the provinces are administered by International Werbe-Gesellschaft, Vienna I, Hoher Markt 12. In the case of Austrian Federal Railways facilities, advertising is regulated by Oesterreichische Eisenbahn-Reklame Ludwig Sinek, Vienna IV, Brucknergasse 8.

Newspapers and magazines are the preferred advertising media, accounting for nearly half of the total spent on advertising in 1960. German periodicals are widely read. Popular magazines, enclosing folders bearing descriptive advertising material, are circulated in coffee houses, barber shops and restaurants.

Movie-house commercials in the form of slides and motion-picture shorts offer an effective advertising medium, as do radio commercials. Television commercials, introduced in 1959, are confined to a few time spots but continue to grow in importance as the number of home TV sets climbs rapidly.

The Chamber of Industry and Commerce (Bundeskammer der gewerblichen wirtschaft) is a quasi-governmental body set up by public law. The century-old Austrian Chamber attained its present form under a 1945 Federal Law. Divided on a functional as well as regional basis, the Chamber is sometimes called upon to advise the government on problems affecting a particular trade or industry. The Chamber is represented in the United States by the Austrian Trade Delegates listed in this article.

MACHINERY: Highly specialized products are made at United Austrian Iron and Steel works, Voest, largest single industrial unit in the nation.

The agent or representative in Austria who distributes literature in German—the official language—is in a far better competitive position than the agent who can show prospective customers trade literature in English only. Most large commercial houses can, however, conduct correspondence in English and French in addition to German.

The standard units of weight and measurement in Austria are those of the metric system, and they should be used whenever possible in quotations.

There are a few firms, primarily in Vienna, which specialize in market and opinion research. Credit ratings on Austrian businesses are available from several local credit reporting agencies. Austrian banks will furnish such information to other banks.

Payment within 90 days is common for commercial transactions although terms vary according to the types of commodities. A cash discount is generally expected for payment within 30 days.

Installment credit terms are offered on a large number of consumer goods.

Steel mill products trade of U.S. increases in May

Exports of steel mill products from the United States increased slightly in May. Shipments of 150,000 tons valued at $34.1 million for the month brought the 5-month total to 801,000 tons valued at $175 million.

This compared with the 5-month total of 745,000 tons, valued at $166 million, in 1961. Exports to India and Pakistan especially continue to be helped by AID-financing.

Imports continued to climb, the May total of 412,000 tons valued at $47 million, raised the 5-month 1962 figure to 1.7 million tons valued at $199 million. A year ago this total was 1 million tons valued at $130 million.

The 5-month imports accounted for 4.8% of the total new supply of steel available in the U.S. Belgium, Luxembourg and Japan were the principal suppliers.

The softening of demand for steel in Western Europe and Japan, as well as sharp cuts in their export prices were the principal factors in the U.S. trade picture. In addition, a heavy tonnage of semi-finished steel came into this country from Canada for rerolling and return.

Ivory Coast developing own shipyard for fishing fleet

Armement Franco-Ivoirien, a new company in the Ivory Coast's expanding fishing industry, has recently launched the first commercial fishing vessel built in the Ivory Coast and a second boat will be launched soon. The new boats are 68½ feet long and can load from 18 to 20 metric tons of fish according to the U.S. Embassy in Abidjan.

Construction of the boats has been supervised by a Spanish shipbuilder from Morocco, who has been commissioned to remain in the Ivory Coast and develop the country's first shipyard.

An expanding fishing industry and an abundance of local wood and labor, will make it more economical to build the small vessels needed for the Ivory Coast's commercial fishing fleet locally, rather than buy them in Europe and sail them to West Africa.

Children's books to be displayed at London Center

U.K. representatives to handle display for U.S. publishers

The U.S. Trade Center in London will stage its second American book promotion Dec. 12-21, this time featuring children's books.

This exhibit will be open to the public, with certain hours set aside for special interest groups. The U.S. Information Service will again assist the Trade Center in selecting and preparing the display.

Preparation will be done in London under the direction of the Office of the Commercial Counselor of the U.S. Embassy and the Director, U.S. Trade Center. The show will differ somewhat from usual Trade Center practice in that displays and representation will be provided by British representatives of U.S. publishers.

U.S. publishers must be represented in the U.K. by Oct. 1 to be eligible for participation. In addition, each participant will be asked to contribute to a joint promotional fund. The amount will be determined with the representatives at an Oct. 1 meeting.

The Center itself, including the use of all display facilities, will be available to exhibitors.

Publishers who qualify should ask their British representative to contact the Trade Promotion Officer, U.S. Trade Center, 57 St. James St., London S.W. 1.

Food leaders from Europe to attend Congress in U.S.

Leaders of several prominent European food organizations will be among participants in the Congress phase of the Fifth International Food Congress and Exhibition in New York Sept. 8-16.

The Congress sessions will begin Sept. 10. A special session for the visitors—from France, Germany, Switzerland, Denmark and Sweden—will conclude the sessions Sept. 13.

Further information is available from the Secretary, Fifth International Food Congress, Inc., 527 Madison Ave., New York 22, N.Y.

U.S. pavilion at Zagreb exhibit to stress spare time activities

How 6 Americans use leisure time to be demonstrated; 175 U.S. firms to exhibit products worth $175,000

The leisure time activities of 6 Americans will be portrayed through the use of photo murals in the official U.S. exhibition at the International Trade Fair in Zagreb, Yugoslavia, Sept. 8-23.

The 6 Americans range from a police lieutenant to a Supreme Court justice.

This graphic exhibit will be one of the many displays and demonstrations planned for the U.S. pavilion. Theme of the overall presentation will be "The Constructive Use of Leisure Time."

Approximately 175 U.S. firms are scheduled to exhibit at the fair. Total value of their products may exceed $175,000.

In addition to the photo murals, do-it-yourself activities will be featured, including a model basement workshop, a wide range of painting supplies and equipment, small power garden tools, a home greenhouse, a farm maintenance machine shop, small tractors, cultivators, and other farm implements.

The 6 individuals and their favorite hobbies are:

William O. Douglas, Associate Justice of the U.S. Supreme Court (hiking); Mrs. Pierre Salinger, wife of President Kennedy's press secretary (ceramics); Kim Novak, movie actress (oil painting); Dr. Vannevar Bush, scientist, educator, and inventor, (home workshop); Floyd Dominy, Commissioner of the U.S. Bureau of Reclamation (farming); and Jesse H. Plutzer, a Brooklyn, N.Y., police lieutenant (reading).

Trade Centers Schedule

LONDON

Books: July 25-Aug. 17 (local agents of U.S. manufacturers).

U.S. Department of Agriculture Exhibit: Oct. 1-25.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21 (local agents of U.S. publishers).

Toys and Games: Jan. 22-Feb. 8, 1963.

BANGKOK

Medical, Dental, Surgical Equipment and Supplies: July 23-Sept. 8.

Automotive Service and Maintenance Equipment: Sept. 10-Oct. 19. Oct. 1-Nov. 2.

Farm Machinery and Equipment: Nov. 19-Dec. 21.

Household goods display to take place in Paris

The 32nd Salon of Household Equipment and Furnishings will take place in Paris Feb. 26-March 18, 1963.

It will be held at the Centre National des Industries et Techniques.

Interested exhibitors have been asked to reserve space by applying to the Salon des Arts Ménagers, 15 avenue de la Division Leclerc, Puteaux (Seine), before Sept. 1.

The U.S. Embassy in Paris recommends participation by U.S. firms "especially for products which have a large current market in France." Participation may be direct or through a French agent.

The 1962 show provides a representative display of French and foreign household equipment, utensils, antique and modern furniture, a large variety of tools for domestic use, silverware, maintenance equipment, garden tools, travel and camping wares, heating and plumbing equipment, bathroom fixtures and supplies, food products, and beverages.

"The wide variety of household wares and furnishings," according to the U.S. Embassy, provided ample evidence of the increasing interest on the part of French consumers for those products which make for more gracious living.

"As France's standard of living rises, as the movement to the suburbs continues to gain momentum, and with the growth in leisure time, there is little doubt that these household articles, furnishings, and recreation equipment . . . will become increasingly common in France within the next decade," the Embassy reported.

Indian Government schedules Port of Bombay improvement

World Bank affiliate approves loan of $18 million to assist project; cargo traffic doubles in 10 years

The Government of India, with an $18 million assist from the International Development Assn. (IDA), plans to improve the Port of Bombay over the next 5 years.

The funds from the IDA will be made available to the Trustees of the Port of Bombay for the program to eliminate ship congestion by expanding the port capacity, and to improve facilities for handling cargo and passenger traffic.

Reflecting the growth of the Indian economy, cargo traffic through the port has doubled in the past 10 years, reaching a peak of 14.7 million tons in 1960-61.

The increased traffic has put a heavy strain on port facilities, particularly on those for handling the larger deep-draft cargo vessels. Because of congestion, ships lost 1,825 days waiting for berths in 1960-61, causing additional costs to shipping lines.

The present program will provide, however, only for the port traffic for the next few years. The needs of the port after that will be considered in the master plan of future development now in the hands of the Bombay Port Trust and the Government.

Principal features of the current program are the construction of four additional deep-water berths at Alexandra Dock, a new ferry wharf adjacent to Prince's Dock to release three harbor-wall berths for deep-water berthing, an extension of Ballard Pier to provide an additional berth, and a new building equipped to accommodate passenger and cargo traffic.

Also included are dredging of the main harbor channel to halt siltation, acquisition of new floating craft—including a new drag-suction dredge, two grab dredges, seven tugs, four harbor launches and one salvage-cum-water boat—and improved port equipment and services.

Total cost of the program is an estimated $57 million, $18 million of which will be in foreign exchange. Contracts for the dredging of the harbor channel and for construction of the drag-suction dredge have already been awarded after international competitive bidding. The dock expansion works will be started this year and are expected to be finished in 1966-67.

TO IMPROVE PORT: India plans to undertake a 5-year program to improve the facilities at the Port of Bombay. The World Bank has approved a loan of $18 million for the project. Shown above is a recent improvement program at the Port of Calcutta, similar to the one now scheduled. (World Bank Photo)

Yugoslavia plans to continue power expansion

IBRD to aid program with loan of $30 million

The Government of Yugoslavia is planning to continue its national power expansion program. The World Bank will assist in the project with a loan of $30 million.

The Bank loan will help to finance construction of a 240,000-kilowatt hydroelectric plant in central Yugoslavia, and extension of the country-wide electric power network by the installation of 362 miles of transmission lines and associated substations.

Bajina Basta project

The hydroelectric installation for which the loan was made is the Bajina Basta project on the Drina River. It is part of a 5-year program being carried out by Yugoslavia to install 1,751,000 kilowatts of new generating capacity, increasing total capacity to 4,161,000 kilowatts by 1965.

The program includes the construction of 1,100 miles of transmission lines, together with associated transformer and switching stations. In addition, the capacity of inter-connections with Austrian and Italian networks is being expanded and equipment installed to permit the Yugoslav system to operate in parallel with the integrated power system of Western Europe.

The project consists of the construction of a hollow concrete gravity dam with a maximum height of 295 feet above the foundation and a contiguous powerhouse containing three 80,000-kilowatt generating units with space for a fourth unit. The dam will create a reservoir having a useful storage volume of 177,000 acre-feet. The new transmission facilities will connect generating stations with new or larger consuming centers.

Construction of the power station has already started and should be finished in 4 years. Construction of the transmission lines will be started this year and finished in 1965.

Total cost of the new facilities is an estimated $83 million. Imported equipment will be purchased on the basis of international competition.

New Books and Reports

Ethiopia. By George A. Lipsky. Published by Hraf Press, New Haven, Conn. 376 pp. $8.75.

This study will undoubtedly earn a prominent place in the reference libraries of government agencies and the many business enterprises interested in African affairs.

Although there is ample evidence of scholarly research in this book it is not a pedantic treatise. Mr. Lipsky and his associates have provided the American University's Survey of World Cultures with a clear picture of the complex political, economic, social and cultural institutions comprising the Empire of Ethiopia. In addition to analyzing local customs, religions, and patterns of behavior the authors have compiled and carefully assessed much useful data on Ethiopia's industry, labor, finance and trade. Their work should prove of particular interest to businessmen engaged in trade or contemplating investments in that rapidly developing country.

The authors have shown good judgment in avoiding controversial and fruitless conjectures. They have examined current politico-economic and social trends impartially and analyzed existing conditions with scientific detachment. The result is an exceptionally useful reference book containing information previously unavailable in any single volume. The bibliography compiled by the authors may well be the most encyclopedic ever collected on Ethiopia and the businessman or scholar will find this book worthwhile. S.D-P.

Paint, Varnish, Lacquer — Production, Consumption, Trade — Selected European Countries. By the Business and Defense Services Administration of the U.S. Department of Commerce. GPO, Washington, D.C. 20 cents.

U.S. paint producers might increase their sales in Europe by licensing manufacturers there to make and distribute the American-type paints, according to this Business and Defense Services Administration report.

A 15-country study prepared by BDSA's Chemical and Rubber Division, the report says that the U.S. industry has become increasingly interested in foreign business in recent years. Sales abroad in the past decade usually have exceeded $30 million annually.

Countries covered are Austria, Belgium, Denmark, Finland, France, West Germany, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

U.S. paint manufacturers are licensing their counterparts in some of these countries to improve their competitive position. Paints made in the U.S. are highly regarded overseas, the report says.

In addition to an analysis of licensing possibilities in each of the countries covered, the report also contains comprehensive statistical data.

"Paint, Varnish, Lacquer—Production, Consumption, Trade—Selected European Countries," can be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any Department of Commerce Field Office. Price 20 cents.

Yearbook of the United Nations-1961. Published by Columbia University Press in cooperation with the United Nations. 720 pp. $15.

A valuable reference book for those concerned with international affairs, the *Yearbook* provides a comprehensive record of the activities of the United Nations and its specialized agencies for the year 1961.

In the section on economic and social questions there are chapters on the United Nations development decade, the development of international trade, the United Nations Special Fund, the United Nations Technical Assistance programs, planning for and financing of economic development, industrial development of less developed countries, use of world food surpluses, human rights, United Nations work for refugees, and the United Nations Children's Fund.

Order from the Columbia University Press, 2960 Broadway, New York 27, N.Y.

American Preview of Overseas Projects, a weekly newsletter published by M. W. Wehrung, National Press Building, Washington 4, D.C. $50 annually.

This publication is advertised as specializing in supplying early "leads" on new projects in Latin America and other growing areas. Only industrial and construction projects that might require American equipment, machinery or services are listed. Also included is a list of contract awards and low bidders on overseas projects.

Books, printing are increasingly important exports

Shipments up more than 5%; Bibles and periodicals lead way

Exports of books, periodicals, newspapers and other printed matter from the U.S. amounted to $37.6 million in the first 3 months of 1962, a 5.5% gain over first quarter 1961, the U.S. Department of Commerce has reported.

Periodical exports approached $12 million, up 12.5% over the first quarter of 1961, and were principally responsible for the overall gain. Book exports of $13.8 million were only slightly higher than a year ago, but Bible shipments worth $418,339 represented a 25% increase.

Canada continues to be the largest export market for printed matter, taking more than half of the total. The United Kingdom (10%), Australia (7%), and Mexico (4%) are the next ranking markets.

The figures do not include certain low-value shipments, commodity detail for which is omitted from official foreign-trade statistics. Actual exports of printed matter may therefore be considerably larger, since low-value shipments are a characteristic of foreign-trade in these commodities.

Britain and the European Communities: Background to the Negotiations. Published by Her Majesty's Stationary Office, London, 1962. 48 pp. 60 cents.

In this booklet the British Government presents the economic background to the current negotiations on British entry into the European Economic Community (EEC).

It analyzes the structure and aims of the European Communities, the economies of Western Europe as a whole, and the character of its trade, with special reference to the trade of Britain and the Commonwealth with Western Europe.

The booklet is liberally illustrated with maps, charts, graphs and tables, and contains an appendix on 1960 imports into EEC and EFTA countries as well as one on Britain's 1960 imports.

Order from British Information Services, 45 Rockefeller Plaza, New York 20, N.Y.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—651953/1

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

July

25—Honolulu Foreign Trade Workshop, Ala Moana Banquet Hall, Honolulu, Hawaii. Sponsors: Chamber of Commerce of Honolulu, University of Hawaii, U.S. Small Business Administration, U.S. Department of Commerce. Commerce Speaker: George A. Black, Honolulu Field Office.

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

26—Fourth Annual World Marketing and Economic Development Conference, McCormick Place, Chicago, Ill. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

26—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, Cincinnati, Ohio.

26—Export Opportunity Conference, Weslaco Chamber of Commerce, Weslaco, Texas; Commerce Speaker: George L. Malherbe, Houston Field Office Manager.

26—Profits in Exports Seminar, Statler-Hilton Hotel, Hartford, Conn. Sponsors: Greater Hartford Chamber of Commerce, Manufacturers Assn. of Hartford, Manufacturers Assn. of New Britain, Chambers of Commerce of Waterbury, Meriden, New Britain, Manchester, Boston Field Office of U.S. Department of Commerce; Commerce Speaker: John A. Stillman, Deputy to the Undersecretary of Commerce.

27—Export Opportunity Conference, Brownsville Chamber of Commerce, Brownsville, Texas; Commerce Speaker: George L. Malherbe, Field Office Manager.

August

3—Regional Conference of U.S. Trade Missions to West Germany and the United Kingdom, Chicago International Trade Fair, McCormick Place, Chicago, Ill. Luncheon Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

6-10—1962 Western Resources Conference, Golden, Colo. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

6-10—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Marketing Division. Seminar Topics: Financial Operations, Purchasing Abroad, Foreign Tax Credits, Overseas Service Groups.

15-17—Maine Products Show, City of Bangor Auditorium, Bangor, Maine. Sponsor: Maine Department of Economic Development. ★

September

5—Executive Program in Business Administration, Arden House, Columbia University, New York, N.Y. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, Cincinnati, Ohio.

12—International Trade Seminar, Oklahoma City, Okla. Sponsor: Oklahoma City International Trade Club. Commerce Speaker: John H. Shoaf, Dallas Field Office.

13—Export Expansion Workshop, Fort Worth, Texas. Sponsor: First National Bank of Fort Worth. Commerce Speaker: Harry C. Myers, Manager, Dallas Field Office.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-23—Eastern States Exposition, West Springfield, Mass. ★

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21—Executives Export Trade Seminar (First of Eight Sessions), University of Houston, Houston, Texas. Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

25—World Trade and Marketing Conference, Albany, New York. Sponsor: Albany Chamber of Commerce. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

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